

THE NATIONAL

Provisioner

MARCH 9, 1957

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THE NATIONAL PROVISIONER

Vol. 136 No. 10
MARCH 9, 1957

A Gain From Trouble?

On the basis of the hints, innuendoes, implications and outright accusations to which we have been exposed during well over two decades in the meat packing industry, we expect that hundreds of companies and individuals will welcome their approaching chance to tell their views about the state of competition in the business at local, regional and national levels.

It appears that anyone who honestly wishes to do so will have an opportunity to introduce evidence or express his opinion, either at the hearings on S 1356 and HR 5282 and 5283, which are bills to transfer the regulatory authority over meat packers from the Department of Agriculture to the Federal Trade Commission, or during proceedings in connection with three large packers' petitions for modification of the consent decree.

While we are convinced that none of the kinfolk ever gains from a family brawl—except, perhaps, for a bloody nose, blackened eyes and dirtied linen—we have no doubt that there are outsiders who will watch the fracas with glee and step in to pick up the pieces to their own benefit. The altercation may even move the meat industry—large and small packers alike—a step nearer to the closely-regulated public utility status with which it has been threatened in the past.

If there must be a public demonstration of industry differences, we can only hope that facts will be given recognition equivalent to that sometimes accorded to more sensational rumor, hearsay and fantasy.

We can even hope that there might be forthcoming a realistic definition of "fair competition" which the individual meat packer could not only apply to his big, bigger and biggest neighbors, but which he would also feel impelled to apply to himself in his relations with his equal and smaller competitors.

We can even hope that some other stock greeting might replace the common: "Have you heard about that chiseling, price-cutting so-and-so, and the other such-and-such down the street, and that s.o.b. big packer branch at Doe's Corner?"

News and Views

NIMPA's **Midwestern** division meeting, set for Friday and Saturday, March 29-30, at the President Hotel in Kansas City, will feature a special session on packaging as well as an accounting session and sales training clinic. Edward Olszewski, American Packing Co., St. Louis, vice president of the division, said that a panel of packers will lead the packaging discussion. Supplier representatives also will participate. The group expects to discuss flexible, rigid, vacuum and overwrapped packages. This is the first year in which a separate regional meeting has been scheduled for the Midwestern division. Previously the group met jointly with the Central division.

NIMPA's national convention, to be held May 11-14 at the Palmer House, Chicago, also may have a special session covering packaging along with advertising, merchandising and sales promotion, according to John A. Killick, executive secretary. He said the session under consideration would tie in with the sales training program of NIMPA's Fred Sharpe.

Bills Introduced in both houses of the New York legislature would establish a meat inspection service in the state agriculture department, to cover plants not under municipal or federal inspection. The state agriculture commissioner would be authorized to seize and destroy unstamped meat. The proposed program is contained in Senate Bill 2716 and Assembly Bill 3188. Another measure—Senate Bill 2970—would authorize town boards to regulate inspection of meat to be used for human consumption. Meat inspection activities in New York now are conducted by local health departments. The state department of health is working out details of a sanitary code amendment that would set up uniform standards for the local inspection programs.

The First Annual meeting of the Kansas Independent Meat Packers Association is scheduled for Sunday, April 7, at the Broadview Hotel in Emporia. Guest speaker will be John A. Killick, executive secretary of the National Independent Meat Packers Association. Virgil Ohse of Ohse Meat Products, Topeka, is president of the Kansas organization.

Net Sales of \$13,483,753 and a profit of \$115,432 have been reported by Hammond Standish & Co., Detroit, for the fiscal year ended October 27, 1957. Of greater importance than the profit, said Joseph Strobl, president, are the steps which were taken to strengthen the reorganized company's financial position, such as substantial plant improvements and reduction of indebtedness.

Net Income realized by farmers increased 4 per cent in 1956, to an estimated \$11,800,000,000, the U. S. Department of Agriculture has reported. The \$500,000,000 gain marked the end of a four-year decline. Cash receipts from livestock and livestock products totaled \$16,200,000,000 during 1956, a \$400,000,000 increase over the previous year. The increase for livestock was caused by larger marketings, which more than offset a slight decline in average prices, the USDA said.

Quick Action on the bill (HR-4090) to extend the 52 per cent corporate income tax rate for another year beyond April 1 was urged by the Administration at the weekly meeting of Republican Congressional leaders with President Eisenhower. The bill has been approved by the House ways and means committee and favorably reported to the House, but action is being held up to give Senate leaders time to build up a strong defense against the Fulbright amendment in the Senate. The amendment would give tax relief to small business.



HAWAII TRIP is won at annual dinner by veteran Charles Gossett and Mrs. Gossett, Davis Packing Co., Boise, Idaho, to whom president E. F. Forbes of WSPMA is giving United Air Lines tickets.



ERIC JOHNSTON, president, Motion Picture Association of America, talks to newspapermen while Blaine Liljenquist, Washington representative of the western packers' group, listens approvingly.



SPEAKERS TABLE at initial meeting of pork and provisions committee.



SMALL SEGMENT of crowd is comfortably seated at sausage session.

Western Packers Control Own Policies and Rules

EMPHASIS on utility marked many of the sessions of the eleventh annual meeting of the Western States Meat Packers Association, held at the Sheraton-Palace hotel in San Francisco, February 18 to 21, while a militant spirit was made evident in the policies proclaimed by the officers of the group.

Attendance at the four-day convention totaled more than 2,000, including meat industry representatives from 11 western and some midwestern and eastern states, as well as suppliers, officials of state and federal agencies, marketing experts and others. The conventioners participated in nine special sessions—several of these being joint meetings of related groups—as well as general and business sessions. They visited the exhibit halls and the hospitality rooms and ended the convention with an old time vaudeville dinner dance at the Sheraton-Palace. Fifty-eight companies promoted their products and services in the suppliers' exposition and 35 firms maintained hospitality headquarters on various floors of the hotel.

Chairmanship of the WSPMA board of directors stayed in the Northwest with election of Leland Jacobsmuhlen of the Arrow Meat Co., Cornelius, Ore., for 1957-58, to succeed Henry J. Kruse of the Seattle Packing Co. E. F. Forbes was reelected to the key posts of president and general manager, while Eugene Ranconi, Walti-Schilling & Co., Santa Cruz, Cal., was again chosen as association secretary and Anton Rieder, Coast Packing Co., Los Angeles, was continued as treasurer.

A new vice president—Homer Glover, Glover Packing Co., Roswell, New Mexico—was named to join incumbents Douglas Allan, James Allan & Sons, San Francisco; Albert T. Luer, Luer Packing Co., Los Angeles, and M. H. Brown, Great Falls Meat Co., Great Falls, Mont.

Directors elected for terms expiring in 1960 included Douglas Allan; G. F. Chambers, Cascade Meats, Inc., Salem, Ore.; Thores Johnson, Made-Rite Sausage Co., Sacramento; Henry J. Kruse, Seattle Packing Co., Seattle; Alden D. Mace, Mace Meat Co., Dixon, Cal.; C. F. Moore, Ogden Dressed Meat Co., Ogden, Utah; Wade Parker, Pacific Meat Co., Portland; Anton Rieder, Coast Packing Co., Los Angeles; C. P. Shaffer, Midland Empire Packing Co., Billings, Mont.; Sam Rudnick, Kern Valley Packing Co., Bakersfield, Cal.; Don R. Wilson, Carstens Packing Co., Tacoma, Wash., and George S. Wright, Wright Packing Co., National City, Cal.

In retiring as chairman of the board, Henry J. Kruse made a statesmanlike "off-the-record" talk to the members in which he pleaded for greater intra-industry tolerance and understanding and a united attack on the common problems of all American meat packers.

WSPMA will continue to fight unfair selling and merchandising practices, lower meat freight rates from the Midwest, imported meats, modification of the consent decree, consignment selling of livestock and all other developments which threaten the independent packers of

ers Confer on Their and Regional Problems

the West, the group was told by president E. F. Forbes. The association will favor the transfer of regulatory authority over meat industry trade practices and anti-monopoly control to the Federal Trade Commission from the U. S. Department of Agriculture. In his report (see page 49) Forbes assured WSMMPA members that they would win either effective administration of the Packers and Stockyards Act by the U. S. Department of Agriculture or the transfer of authority to the FTC.

Secretary Eugene Ranconi reported that WSMMPA set a new membership high on December 31, 1956, with 184 general and 279 associate members for a total of 463. Forbes commented that "our goal of 500 is not far away."

In spite of the heaviest project expenditures in the association's history—including contributions to research at agricultural colleges and product advertising—treasurer Anton Rieder informed the members that income from dues and other sources exceeded expenses during 1956.

LABOR: First of the convention sessions was that of the industrial relations committee, held on Monday, February 18, and addressed (see page 51) by William H. Smith, jr., director of the department of research and analysis of the Federated Employers of San Francisco. Smith predicted that 1957 would be a peaceful year in employer-employee relations in the meat industry, but one of increasing direct and fringe labor costs.

ACCOUNTING: An overflow audience at the accounting session on February 19 heard Louis Hageman, vice president and general manager of the Luer Packing Co., Los Angeles, discuss "Production and Accounting are Teammates." Hageman cited a number of instances of how the accounting and production departments in his own company work together to produce better profit results. For example, livestock buyers are kept informed about changes in debits and credits and are required to

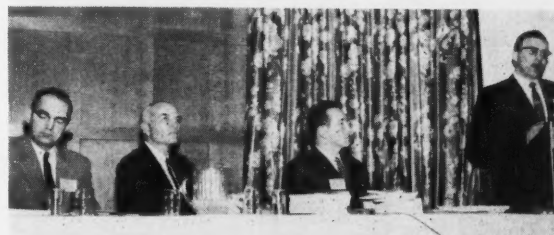
AUDIENCE attending the joint tallow and hide session were told about some hopeful new developments in the by-products field, but were also reminded again and again that more research and quality improvement are "musts" if they are going to cope with growing surpluses.



ARMED SERVICES procurement officials answer questions of boners.



MODELS parade at the "Top of the Mark" fashion show with San Francisco and Golden Gate (through windows) as backdrop.



USDA GRADING expert John Pierce speaks at the beef meeting.





Nominating committee chairman HAROLD D. KUMMER brings in the slate. Retiring chairman HENRY J. KRUSE pleads for better intra-industry understanding. President E. F. FORBES says "Fight." New chairman LELAND JACOBSMUHLEN accepts his responsibilities. Treasurer ANTON RIEDER reports that "WSMPA takes in more than it spends."

report daily on the "buy" and to make estimates on yields, grades, etc. With the latter information there is a continuing opportunity to check buying judgment.

Hageman said that his firm is able to work out an estimated profit and loss on hogs on the day they are purchased—that is, several days before slaughter. He pointed out that the establishment of standards permits a daily accounting on operations, and asserted that the business moves too fast to allow the packer to depend on a departmental p. and l. alone. He emphasized that there must be provision for daily control.

Norman Brammall, president of Food Management, Inc., spoke on "Sales Realizations."

Ellis T. McClure of Cuyamaca Meats, and chairman of the WSMFA accounting committee, said that the group has pursued three objectives in its work with the association's accounting manual and current review of the industry situation:

1. Cost of every finished product should be known.
2. That the source of profits or losses should be determined.
3. That all items that cost cash should be controlled and accounted for as efficiently and effectively as cash.

BEEF-ANIMAL CONSERVATION: The beef and the animal health and livestock conservation committees held a joint meeting under their respective chairmen, Leland Jacobsmuhlen of Arrow Meat Co. and Harold Kummer of Kummer Meat Co.

Earle G. Reed of Livestock Conservation, Inc., told the group that the industry must go on reducing its "waste line" to save more meat for the growing U. S. population and to save money for producers and packers.

"Cooperative action in meat conservation and livestock loss prevention means," he said, "placing yourself and your organization in a position so that you can work with other organizations and individuals for the common good of the general economy."

Pointing out that the increase in meat production from 22,000,000,000 lbs. in 1951 to 28,000,000,000 lbs. has been spectacular, Reed asserted that the reduction in relative as well as total losses from bruises, cripples and mortality has been even greater percentagewise.

According to Reed, the amount being spent on animal disease research is inadequate and the sum available for work on better livestock handling and other conservation practices is pitifully small.

"This livestock industry needs more preventative practices developed through research and less pleasing platitudes and tall talk about inability to save or make any

money because the cost of avoidable losses is eating away at the possible profits," Reed declared.

Reporting that the president of Livestock Conservation, Inc., Frank J. Knutzen of Swift & Company, has set as goal an increase of \$1,000 in the average income per livestock producing farm through more extensive and intensive application of proved livestock conservation practices and meat saving methods, Reed pointed out that this would mean an average saving for the meat industry of about \$1 per head on each animal processed.

Reed asked the western meat industry to give its active financial support to the livestock conservation work.

William G. Davis of the Remington Arms Co. demonstrated the firm's new humane stunner (see the NP of October 13, 1956, page 97) and told how several packers have found that only one blow per animal is required with the new instrument.

Dr. C. D. Van Houweling, director of livestock regulatory programs, Agricultural Research Service, U. S. Department of Agriculture, discussed measles beef—the problem is more serious in the Pacific Coast states and very serious for the packer in connection with some herds—as well as anaplasmosis. Diagnostic tests for the latter have been improved, according to Van Houweling, and experience in certain areas has proved that the disease can be combatted successfully.

Van Houweling said that while the fight against bovine tuberculosis has been very successful, it has become more difficult as the incidence has dropped below 1 per cent and the lines by which infection is traced back have become more tenuous. There must be no relaxation in testing and other measures, he warned, lest the disease gain a new foothold in cattle herds.

The nation's cattlemen want a national beef promotion program and they, as well as the hog and sheep producers, believe that each group should promote its own meat rather than all meat in general, according to Carl Garrison, a director of the National Beef Council.

"A well-balanced national beef promotion program," Garrison said, "should be conducted in part at the county and state level, generally coordinated nationally by the National Council, with the administration of most of the paid advertising to be handled at the national level. We anticipate eventually a national federated program that will be supported by a strong grass roots foundation, developed through local beef promotion activity, coordinated in some of the states by a state office with a strong national office equipped to provide services and coordination as required.

"The type and approach of a national program should



Secretary EUGENE RANCONI reports that the ranks of WSMFA are swelling. Sausage chairman THORES JOHNSON says his group plans an active program.

be based on the results of a consumer and industry-wide survey or poll. Before the expenditure of any funds the questions, "What is the possibility of increasing the consumption of beef and beef products?" and "What is the likelihood that this can be done profitably?" should be answered."

Although too few of California's cattle producers approved of a mandatory 10c checkoff to validate the legislation, Garrison said that a new proposal will call for a 10c checkoff at the time of brand inspection, but will probably permit the return of the contribution to those producers who do not wish to participate.

After stating that the cattle producers had reluctantly come to the conclusion that a voluntary system of contributions cannot be depended upon to develop and underwrite the kind of promotional program needed, Garrison reported that a bill has been introduced in the U. S. Senate (S 646) to amend the Packers and Stockyards Act to permit a deduction up to 10c per head on livestock sold at posted markets. The funds would be used first for research and education, and then for advertising, according to Garrison.

The Tuesday morning session closed with a discussion of "Grading and the Beef Packer" (see page 66) by John C. Pierce, chief of the standardization branch of the livestock division, Agricultural Marketing Service, U. S. Department of Agriculture.

BEEF BONERS: Led by chairman Paul Blackman of Acme Meat Co., Los Angeles, and aided by a panel composed of Paul Doss, chief of the meat and meat products branch of the headquarters office of the Military Subsistence Agency, Chicago; Joseph M. Silva, jr., of Murphy Meat Co., Sacramento, and Col. Russell McNellis of the Veterinary Corps, Sixth Army, the beef boners at their Tuesday afternoon meeting dug into many of their problems in connection with armed services procurement.

Chairman Blackman emphasized that the basic problems of the industry have not changed materially during the past year, and that the major interest of the beef boners lies in future prospects and the coming requirements of the government for four- and six-way beef.

In estimating futures needs of the services, Paul Doss commented that a year ago his office expected to be in the market for about 4,000,000 lbs. of boneless meat per month in 1956, but that monthly requirements actually averaged 5,000,000 lbs. and rose to 6,000,000 lbs. during December and January last. While there will be a temporary cut-back in buying this spring, procurement may rise again to hold steady during the balance of the year. There is a possibility of an increase in six-way boneless beef needs since the Air Force has conducted tests in ten installations and the product has been well accepted.

Doss also reported that there may be a change in pro-

curement policy on veal with boneless meat replacing semi-boneless. This could make the business more attractive to bidders.

Colonel McNellis stated that his one aim has been to standardize inspection and that this is being accomplished.

A list of 14 points previously raised by West Coast boners was then discussed by the group.

On some of these points, such as obtaining changes in specifications to permit use of bulls weighing over 850 lbs., acceptability of alternate grades under certain conditions, changes in the end form of certain cuts and changes in adjustment rates when contracts are completed with alter-

nate grades (straight C veal instead of B/C) it was indicated that no objection would be raised by procurement agencies if such modifications were formally requested. On other points, such as raising the permissible fat percentage in hamburger, and using a $\frac{3}{32}$ - instead of a $\frac{1}{8}$ -in. plate in grinding, it was indicated that the government would not favor any change. Study was promised on suggestions for eliminating delays between contracts.

The AQL method of inspecting boneless beef was discussed by the government representatives. Some industry members feel that differences between animals make this new method of statistical sampling impractical. Doss emphasized that since the government is willing to accept product on the basis of such sampling, the industry should be willing to submit product on the same basis. He said that experience has shown the procedure is a practical means of controlling quality and determining the acceptability of product.

Procurement representatives emphasized the importance of product suitability and acceptability; only if the finished product is acceptable to the using services can beef boners expect a continuation of the business. Boners must satisfy the government to the same degree that they satisfy civilian buyers, it was pointed out. The government spokesmen urged the boners to improve quality control and uniformity and to perfect portion control methods.

MARKETING AGENCIES: At its meeting on February 19 the WSMFA marketing agencies committee passed the following three resolutions:

"Resolved that the committee sustain the stand of the Western States Meat Packers Association in regard to the consent decree of 1920.

"Resolved that consigned and/or grade and yield killing



OFFICERS AND LEADERS of WSMFA tell the press about the state of the packing industry and the association's objectives.

of livestock is having a disastrous effect of eliminating competition in the wholesale selling of dressed meats and thereby making it impossible for legitimate operators of meat packing establishments to merchandise their product to the ultimate advantage of the grower, feeder and processor of livestock, and that in the best interests of the industry this practice be immediately discontinued.

"Resolved that the Packers and Stockyards Act no longer meets the requirements of a progressive agriculture and/or the modern marketing techniques so vital to the protection and preservation of our nation's livestock and meat packing industry, and that this act should be the subject of an immediate review and revision with particular emphasis on the transfer of authority for regulatory supervision of the meat packing industry to the jurisdiction of the Federal Trade Commission."

PORK-PROVISIONS: At its initial meeting, presided

shortcomings in the important export trade with the Orient and how these have been corrected.

After noting the continuing shrinkage in some domestic outlets for tallow and grease, and the fact that export demand and new home uses have temporarily minimized the effects of heavy production, Dr. Daniel Swern of the USDA Eastern Utilization Research Branch emphasized that the industry must find new markets through research. He suggested that the best possibility for new outlets lies in the field of organic chemicals, of which a great volume and variety are used by industry.

Use of tallow in connection with synthetic rubber manufacture, for oleic acid, as a stabilizer for polyvinyl chloride plastics and as an ingredient of feeds is already absorbing about 400,000,000 lbs. of the fat each year, according to Swern. These research-opened outlets may be augmented in the future by use of tallow derivatives as plastic plas-



SOME OFFICERS AND DIRECTORS OF WSMFA: Front row, left to right, are George S. Wright, Wright Packing Co.; retiring chairman Henry J. Kruse, Seattle Packing Co.; vice president Douglas Allan, James Allan & Sons; secretary Eugene Ranconi, Walth-Schilling & Co.; Seth N. Chauvet, Peyton Packing Co.; Frank De Benedetti, Idaho Meat Packers, Inc., and Glenn Taylor, Modesto Meat Co. In second row are vice president Albert T. Luer, Luer Packing Co.; treasurer Anton Rieder, Coast Packing Co.; C. F. Moore, Ogden Dressed Meat Co.; Wade Parker, Pacific Meat Co.; Harold Kummer, Kummer Meat Co.; new chairman Leland Jacobsmuhlen, Arrow Meat Co., and G. F. Chambers, Cascade Meats Inc. In third row are president E. F. Forbes; Paul McFarland, Archie McFarland & Son; A. D. Mace, Mace Meat Co.; Otto Florence, Independent Meat Co.; T. Johnson, Made-Rite Sausage Co.

over by H. W. Baird of the Diamond "F" Meat Co., the pork and provisions group of WSMFA was told by Hugh Brom of the Griffith Laboratories that industry should put greater emphasis on meat-type hogs (see page 88).

John Hartmeyer of Marhoefer Packing Co. described the way in which his firm became the first in the field with a line of frozen pork cuts (see page 91).

While admitting that the western hog slaughterer's future may not look too rosy, Norman Brammall of Food Management, Inc., suggested a number of self-help measures (see page 95).

The pork and provisions committee recommended that WSMFA make an all-out effort, in cooperation with all livestock agencies, to encourage production of more meat-type hogs. It recommended that information be given to members on additional pork specialty items they could make, and that the possibilities of setting up a consistent pork pricing structure should be explored.

TALLOW-HIDES: A report by R. B. Mortimer, president of the National Renderers Association, on the findings of the USDA tallow and grease trade mission to Japan and Korea (see the NP of October 20, 1956) was a feature of the tallow and grease session on Wednesday, February 20. A. Joseph Babka of James Allan & Sons presided as chairman. Mortimer told how the mission had uncovered

ticizers, and in the manufacture of synthetic detergents, lubricants, paints and drugs.

"Research doesn't cost—it pays," was the comment of Dr. Swern in expressing the belief that the fat surplus can be whittled away by a long-range program.

In an analysis of the economic position of tallow and grease, E. A. Herrgott of Herrgott & Wilson pointed out the present importance of the export market for inedible fats. Even greater exports than the 1,486,000,000 lbs. shipped in 1956, or greater utilization at home, will be necessary if tallow and grease production continues to rise.

Exports from the Pacific Coast have grown from 62,000,000 lbs. in 1949 to 275,000,000 lbs. in 1956; approximately 60 per cent of the western output is now being exported.

While the U. S. is the major producer of tallow in the world, it does have competition from Australia, New Zealand and Argentina, all of which have surpluses to sell in the world markets. Although their combined exports probably do not exceed 300,000,000 lbs., they add to the free world surplus. The U. S. has lost sales to these competitors in Japan, Thailand, Italy, South Africa and Europe.

The Iron Curtain countries, Russia, China and India are fat-hungry, according to Herrgott, but political differences prevent free trade. Some tallow from the U. S. is being shipped to Poland and Hungary through Holland with the

Dutch government guaranteeing 95 per cent of the money to its merchants.

Whether political differences will be settled first, or whether important new uses will be found to employ our surplus, is uncertain. Hergott emphasized, however, that neither packers nor renderers are putting up enough money to finance research to yield quick results. He said that a "crash" program is needed to develop new uses for the ever-growing surplus.

HIDES: The quality of hides has gone down rather than up in recent years and tanners and dealers are examining new handling methods and standards to make a more rapid and accurate appraisal of values and obtain better quality, according to hide and tanning industry representatives who spoke at the hide section of the joint session with the WSMFA tallow and grease committee. O. L. Brown of the Medford Meat Co. presided at the meeting.

Rigid standards used in hide trading have broken down in the face of economic reality, according to Lee R. Lyon, president of the National Hide Association. He said that his own firm of M. Lyon & Co. is turning to the Delph idea of hide preparation (see the NP of November 3, 1956) and asserted that only through a "blue" (halfway) report from the tanner can the packer intelligently correct the mistakes in takeoff and handling that are usually obscured at the time of takeup (see page 84).

"If the leather industry is to carry through this period when we are producing about 6,500,000 more hides and skins than we are consuming in the U. S., the tanner must have a sound and merchantable article in the packer's hides," the group was told by Edward W. Drew of International Shoe Company.

"If you think the hide market is too low, there must be a reason. Hides are a basic commodity and there is no comparing the price of them with the prices of other commodities. In general, there has been no attempt by you to improve the quality and value of hides because you do not contact the specialty markets of the retailers with which the leather and shoe industries are concerned.

"You on the West Coast are fortunate that all costs from here to Japan just about equal those from Argentina to Japan; only about half the hides produced on the West Coast are now suitable for consumption in this country.

"Clean up your hides and give them some sales appeal. The 1957 hide is as poorly taken off as ever and, in your case, it's worse than it was two years ago. No improvement



LADY CONVENTION guests were shown the latest fashions at a show held at the famous "Top of the Mark" Hopkins hotel.



CONVENTIONEERS enjoy good food and fellowship of the Oppenheimer Casing Co., one of many supplier hospitality suites.



SANFAX staff members setting up display in the exhibit hall.

has been made in the trimming. There is just as much dirt and blood. Because of the many feed lots, and the varied operations there, plus a great deal of indifference in the packing plants, there is more manure and fat than ever before. The 1957 hide is not as well cured as before World War II and putrefaction is common. The hide smells to high heaven and in many cases the cellars are dark and filthy and no larger than when we had a smaller kill. Nothing has been done to clean up your hides and you are now having difficulty in getting the right kind of labor to work with them. The odor has become offensive not only to residential, but also to downtown districts.

"Here we are, gentlemen, trying to sell something in 1957 in which there has been no improvement since 1920. Is there any wonder you are getting 1920 prices from dissatisfied and indignant customers?

"I suspect that two additional things have caused the hide market to be where it is today. First there is the desire to sell into the kill and get them priced as soon as possible. All orderly marketing practices apparently have broken down. It is now a rat race to see who can be the first to sell the most.

"I believe the second factor is that because today's hides are not cared for properly, many packers do not want to own hides. How many of you feel that if your hides, as you are handling them now, were taken up and bundled and put into cellars, that they would be in as good condition in 90 to 120 days as when they were bundled? We have seen so many maggots, beetles and rotten spots on hides in the last few years that we do not dare to store them for any length of time except under refrigeration.

"As many of you have heard, one broker-dealer—M. A. Delph & Co. of Indianapolis—has made an effort to do something about this situation. He is pioneering in this



AN OVERFLOW CROWD turned out to get some worthwhile help on the manufacture and prepackaging of sausage at the Wednesday afternoon session. In addition to speakers Tauber, Hartmeyer and Savard (see talks elsewhere), Albert T. Luer, vice president of WSMFA, and Chris Finkbeiner, president of NIMPA, participated in the panel discussions.

attempt. Mr. Delph buys the hides green. When they reach his plant the manure is removed and the hair side is partially washed. The hides are trimmed very closely, that is, the shanks are taken off about the knees, the heads are trimmed through the eyes and kosher heads are cut off. The tails are shortened and the bags, etc., are properly trimmed. The hides are then green fleshed and put in a brine solution for 48 hours. On removal, they are drained for 24 hours, inspected for No. 1's and 2's, natives and brands, and are bundled and tagged. They are then ready for shipment; there is no more handling. A cheap but effective antiseptic is added which stops all bacterial action and putrefaction; these hides have no odor.

"Everyone in the tanning industry is interested in trying out some of the Delph hides, not only to find out whether they produce more uniform and better leather, but also to learn something of the economics. Whether or not Mr. Delph's idea is the answer to your problems, and to some of the tanners' problems, we can't say until further tests have been made. I believe Mr. Delph has come up with an idea. At least he has produced something unknown in the 1920's, but very desirable in 1957."

SAUSAGE: The sausage committee of WSMFA held its first meeting with its members qualifying as regular members of the trade association. Chairman Thores Johnson of Made-Rite Sausage Co. presided at the group's meetings.

The group discussed labor problems, the cooperative buying of supplies to effect quantity savings (standardization of size and packaging was considered to be an obstacle) and it was recommended that the members be surveyed on the question of code dating. Private labeling was given consideration and it was suggested that such activity should be avoided or discouraged.

The committee decided to keep a watchful eye on cooperative advertising, coupons and sales gimmicks in the sausage business and to report these practices to WSMFA when observed. A resolution was passed requesting WSMFA to sponsor an amendment freeing cellulose casings from the California use tax law.

At the popular open session on Wednesday, February 20, F. W. Tauber, supervisor of the food and packaging research technical division of The Visking Company, analyzed some of the everyday problems of sausage manufacture in their relationship to the basic principles of time, temperature, moisture, fat, etc. (see page 69).

The "reorganization of a sausage business from success to failure" was described by John Hartmeyer of the Marhoefer Packing Co. (see page 80), while George Savard of the Luer Packing Co. told the audience how inexpensive equipment, small space and an in-plant technician can be used to make some of the basic scientific tests needed in sausage manufacture (see page 75).



A PROGRAM of varied interest, ranging from livestock conservation and humane slaughter to producer beef promotion and grading, drew a good audience to the joint beef and animal health and livestock conservation session which was held on February 19.

WSMPA Progress and Problems

We Will Push for Regulatory Transfer to the FTC and Oppose Consent Decree Change



Asserts Association President E. F. FORBES

YOU have heard the secretary report we show a net gain in membership bringing us up to our largest total at any actual meeting. You will recall that a few years back I said that some day we hoped to secure 500 members. We are not very far away from that number and, with the help and assistance of the officers and members of the board of directors and the membership in securing members, we ought to be able to attain that goal by the end of this year. Surely there has never been a more critical year for the independent packer than this one before us because of some of the problems which we face.

I will touch briefly on some of the problems which confront us this year. You are familiar with the effort of this association to get some enforcement of fair trade practices in the industry. You are all aware, through our bulletins, of the fact that there has been practically no enforcement of provisions against unfair trade practices in the Department of Agriculture where that authority now rests under the Packers and Stockyards Act. We learned only last week that in all the 36 years since passage of the Packers and Stockyards Act, while hundreds of regulations have been promulgated by the P & S Administration affecting the operations of stockyards, auction yards, etc., not one regulation has been issued for the direction of the enforcement of Title II of the act with respect to the meat packing industry. Since the elimination of the Packers and Stockyards Administration as an independent agency, in which form it did a good job, and its reduction to a commodity status as part of the Agricultural Marketing Service, there never has been a single appropriation for any specific work in the meat packing industry. All of the appropriations, all of the staff and all of the efforts have been directed toward regulating the sale of livestock and the practices in connection with those sales.

Therefore, running into as many unfair practices as we have in the past two years, as carried on by some packers in the industry, we feel that the time has come when there must be some enforcement of the law on the statute books. We feel also that the type of enforcement needed in the meat packing industry requires an enforcement agency outside the Department of Agriculture.

We feel that the Department of Agriculture should keep its jurisdiction over livestock and the livestock sales marketing agencies, etc., but that the meat packing industry should be put back under the jurisdiction of the Federal Trade Commission whence it was taken in 1921 to be put under the Packers and Stockyards Administration.

Not only do we have this problem of non-enforcement, but we now see other food industries escaping the jurisdiction of the Federal Trade Commission through ownership of meat packing plants. In two cases the Federal Trade Commission had filed complaints against food packing companies, which also held interests in meat packing companies. The courts ruled that these firms were under the exclusive jurisdiction of the Department of Agriculture under Packers and Stockyards Act and, there-

fore, were not under the authority of the Federal Trade Commission.

Thus the present situation is being used as a subterfuge by which other food organizations carry on unfair trade practices and escape prosecution because of this particular quirk in the law which provides that if they hold an interest in a meat packing company they are no longer subject to Federal Trade Commission jurisdiction.

These things need correction—not only in our field, but in the entire food industry.

We intend to pursue our policy of attempting to get legislation passed by Congress which will give jurisdiction over the meat packing industry to the Federal Trade Commission.

The bills to accomplish this end are being introduced in Congress by Senator Watkins and Senator O'Mahoney and by Representative Emanuel Celler, chairman of the judiciary committee of the House.

The Secretary of Agriculture has stated that he is going to investigate the situation and has appointed a committee of USDA officials, under Assistant Secretary Earl Butz.

No matter what happens, whether we secure our legislation or whether we don't, we have nothing to lose in this fight because Congress is going to pass the transfer legislation unless it receives definite assurance from the Secretary of Agriculture that the regulatory function will be set up in the department as an independent agency, properly financed and staffed to carry on effective enforcement of Title II of the Packers and Stockyards Act.

So, at last, after 20 years of non-enforcement, during which our industry has been free from prosecution for any unfair trade practice, we are going to get some enforcement, whether it comes through the Federal Trade Commission or the Department of Agriculture. We will have gained in either event.

I will not go into the modification of the consent decree because you have already received bulletins bringing you up to date on what the consent decree is and what the petitions of three of the national packers ask with re-



GROUP GIVES close attention to Sidney Le Fiehl of the Le Fiehl Company, San Francisco, in the exhibit hall during the convention.

spect to modification of that decree. You are also familiar with some of the dangers which we foresee for the independent meat packer in connection with the possible modification of the degree.

The board of directors has laid down the policy that we should use all our efforts to prevent modification of the consent decree. I think that it is the greatest danger that our industry has faced in the history of this association and I doubt whether those packers who want it will be able to get their modification. I believe that there is going to be so much opposition that the federal government, through the Department of Justice, will have to oppose strenuously modification in the federal court in Washington when the three packers' petitions eventually come up for hearing.

The next item I want to mention is that of westbound freight rates. Some of you may have forgotten the matter because we had the proposal postponed and no action was taken by the railroads. The standing rate committee of the transcontinental railroads serving the West recommended that the application should be declined. We felt, or we had reason to feel, that the traffic managers of the railroads would accept the standing rate committee's recommendation, but they did not do so. There must be some tremendous pressure on these railroads from midwestern packers because, instead of accepting the rate committee's recommendation, or declining the application, the carriers have sent it back for further study and it will come up again at the traffic managers' meeting in Chicago in March. We still face that problem and we don't know what the traffic managers will do. Perhaps they will go ahead and order publication of the rates, or perhaps they may accept the standing rates committee's recommendation. However, at least the standing rate committee followed the arguments which we presented and in which we practically proved that the carriers would lose more traffic and more revenue by the lower rates than they would ever pick up in the way of business from trucks that are now transporting meat to the West Coast. We said the railroads could increase their revenue by providing better service.

I would like to speak a moment about the new group life insurance plan for executives and key personnel which we put into effect last year. A considerable group of companies participated in this plan after its opening date in January, bringing the total amount of insurance under the plan to over \$20,000,000. Last year six of our executives passed away and death loss claims were paid in the amount of \$300,000; this was in excess of the premiums taken in during the year. We hope that this year will give us a better rating experience.

I believe that all our companies should take another look at the key personnel who make their plants and businesses actually run. Insurance is one of the best tools you have to build confidence and loyalty in your company. It is one way in which you can give your key men security that they will appreciate more than an increase in wages by the amount of the cost of this insurance. I urge every one of the companies participating in this program, and all the companies which intend to come in at a future opening date, to take a good look at their whole staffs and include their key men in the program.

This year we have helped to accomplish two changes in meat grading; one was the split of the grade by which the Standard grade was established, and the other change had to do with the specifications for grading lamb. I think both of these changes are going to help our industry, the producers and consumers.

The new lamb changes became effective a week ago Monday. We probably haven't had time to achieve uniformity and proper application in all plants grading lambs,

RETIRING CHAIRMAN of the WSMFA board of directors, Henry J. Kruse of the Seattle Packing Co., congratulates another northwest packer, Leland Jacobsmuhlen of the Arrow Meat Co., Cornelius, Ore., on his election as chairman for 1957-58. The Seattle Packing Co. was recently acquired by The Cudahy Packing Co.



but I am sure that in a little time we will get it worked out so that the use of the new standards will be acceptable to everybody.

We have worked during the year with several of our states in securing state meat inspection legislation and in helping some of them prepare for campaigns in their legislatures to secure real meat inspection laws.

We have some bills in the California legislature that are of vital importance. We are becoming increasingly conscious of the tremendous amount of foreign meat being shipped into this West Coast area. During 1956, our three coast states and Hawaii received over 38,000,000 lbs. of foreign meat. California alone received 24,500,000 lbs. of foreign meats. The imports, of course, have had a depressing effect on our markets because of the tremendous production of our own meat.

We hope to get our foreign cold storage law amended so it will give us a little more protection than it does at present; the tariff of 3c a pound does not keep out any of this foreign meat. New Zealand is particularly active in the shipment of beef and lamb into this area. The packers there have developed fast freezing processes; they have adopted the Cryovac system of packaging, and they intend this year to send us not only carcass and boneless meat, but also frozen retail cuts of beef and lamb packed in Cryovac.

This meat has sold at an average about 10c a pound below our going market. You can realize what kind of competition it will give you. New Zealand lamb is as fine a grade as any we produce in this country. I don't know how their retail cuts of beef will grade, but I assume that the meat they try to sell in our domestic market will be of a good grade.

We face a terrific fight in Congress to prevent enactment of a humane slaughter bill. We are hopeful that we can get legislation which will provide for a study of this matter and for a program of research and improvement in our methods of slaughtering livestock. However, the humane people have a tremendous lobby and they are very effective. I don't know whether we can stop them this year, but we certainly don't want them to enact compulsory legislation that would give us one or two years to comply. Such a law would force our packing companies into tremendous expenditures to provide the type of humane slaughter called for under the bill. I refer particularly to the slaughter of hogs for which they are fighting to require the immobilization method used by one of the larger companies. The cost of such a unit is absolutely prohibitive today, I would say, to the largest hog slaughterer in our membership.

We, together with the other organizations in the industry, as well as those in the livestock field, face a tough problem in preventing passage of this legislation during 1957.

Labor Relations Will Probably Be Peaceful But Expensive in 1957



Says Federated Employers' Labor Expert W. H. SMITH

ALL SIGNS point to a fairly peaceful but expensive year in collective bargaining for 1957. As in 1956, wage settlements will be substantial and, in many instances, will average between 6 and 12c per hour plus continued improvement in fringe benefits. This is based upon three main factors:

1. The assumption that a "hot war" will not develop in the Near East nor elsewhere during 1957, and we will continue to wage "cold war," probably of a more intensified sort.

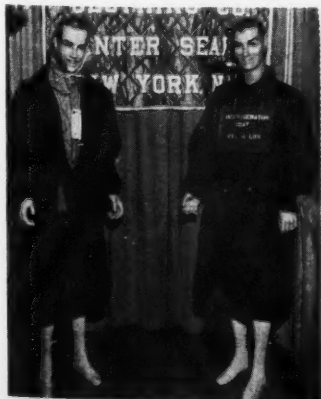
2. Total employment will continue to increase and unemployment will continue to be negligible.

3. Automatic deferred increases and cost-of-living increases will be received by a very substantial portion of the labor force in 1957.

WAGE INCREASES IN 1957: Wage increases for one, two and three years ahead are already built into many existing labor contracts. Many long-term contracts were negotiated last year and even more this year. Several million workers already know what to expect in the way of increases next year. Not only will this decide the question for those with long-term contracts but it will set a pattern for other negotiations as well. Already we know that the following increases are scheduled:

Aluminum, 11c per hour; shipping, 10c per hour—employers' offer for '57; soft coal, 10c; steel, 9c; paper, 9c; shipbuilding, 9c; trucking, 7½ to 12c; meat packing, 7½c; chemicals, 7c; rails, 7c; copper, 7c; aircraft, 7c; electrical equipment, 6c; autos, 6c and farm implements, 6c per hour.

These are the minimum increases. Several could be increased further by cost-of-living adjustments which are also provided for in their contracts. The auto workers, for example, got a 4c cost-of-living increase in September and a 1c cost-of-living increase in June of last year in addition to other increases. The cost-of-living has increased by a little over 2½ per cent in the past year. My guess is that it will continue to go up by at least as much during the next 12 months.



TWO WARM (but apparently comfortable) conventioners steadfastly demonstrated what the well-dressed packinghouse employee will wear into the freezer in one of the booths in the convention exhibit hall at WSMPA meeting.

FRINGE INCREASES IN 1957: Today about one-third of your payroll costs go to pay for fringe benefits. In San Francisco meat packing establishments, for every dollar of straight-time wages paid to a floorsman, the employer pays another 28 1/5c in fringe benefits. Or put another way, for every straight-time hour paid for at \$2.73, the employer pays another 77c for fringe benefits. Even more significant is the fact that fringe costs are increasing far more rapidly than are the straight-time wage rates.

Only five years ago San Francisco meat packers were paying 13c for fringes for every dollar of straight-time wages to floorsmen, or 42 1/10c for fringes on top of each hour of pay at \$2.155 per hour. In other words, your fringe costs have just about doubled in five years. By contrast, the hourly wage rate for a floorsman has increased by 27 per cent in the same period. *Your fringe costs are going up between seven and eight times as fast as wage rates.*

In its recent study of fringe benefit costs the U. S. Chamber of Commerce estimated that as a percentage of wages and salaries, fringe benefits for all industry have increased nearly six times between 1929 and 1955. The costs of all fringe benefits in 1929 were about 3 per cent of the payroll, but by 1955 they comprised about 17 per cent of the nation's payroll. In dollars and cents, employers are paying around \$36,000,000,000 a year today for employee fringe benefits. In 1929 you paid only \$1,500,000,000, or 1/24th as much.

It is not generally realized that the cost of fringe benefits is rising much faster than the rise in the general wage level. This comes about as the result of three major causes:

1. Every time the wage rate goes up the cost of fringes goes up because a higher rate per hour means higher vacation pay, higher sick leave pay, higher holiday pay, etc., even though no changes are made in the fringes.

2. Every time an additional paid holiday is given or another week of vacation is given the fringe costs go up even if the wage rates remain the same.

3. Every time that prices and the cost-of-living go up, the costs of fringes go up too. In this area we have seen the costs of the average welfare plan contribution by employers triple in the past 10 years. The largest increase in any item making up the consumer's budget in recent months has been for medical services. It is no accident that virtually all employer groups have been under persistent pressure to raise the level of welfare plan contributions this past year.

FRINGES ARE VARIABLE: In a given industry in each locality the rate of pay for a particular job is fairly uniform today. The pressure of a tight labor market forces all employers to meet the competitive rates for certain kinds of workers.

Fringe benefits, however, vary widely. In the same locality different firms and different industries will have markedly different fringe benefit practices. Larger firms

usually have the most generous benefits and smaller firms have the poorest.

Banks, insurance, finance and trust companies as a group have the best fringe benefits, costing about a third of their payroll, whereas the hotel industry has the lowest, costing only 13 per cent of the industry payroll. The highest fringe costs in dollars per hour on an industry basis occur in petroleum where the average is 61c per hour for fringes. This is the result of high wages and high fringes. For all industry the average cents per payroll hour cost of fringes in 1955 was 39.2 cents. This may be compared with your 77c payroll hour cost for floor-men in San Francisco.

Western employers are fairly generous in providing fringe benefits for their employees. Only the northeastern states have higher fringe benefit costs. All other sections of the country have lower fringe benefit costs considering all industry groups together.

DO FRINGE BENEFITS PAY OFF? Is the employer repaid for those extra benefits through increased worker productivity and reduced labor turnover? The truth is we don't really know. No reliable studies have been made which give us a clear answer. Many employers hope to build morale and gain the loyalty of their workers by providing extra benefits. Other employers do so only because of union pressure and the necessity for being competitive in the labor market. Whatever the reason, fringe benefits are here to stay and employees have come to take them for granted as part of normal compensation.

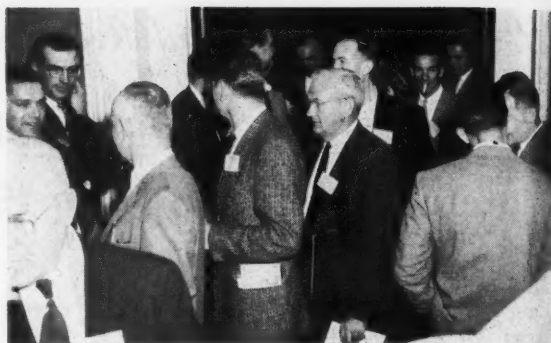
We do know that employees have become more security conscious, and that they are attracted by companies which not only pay well but offer generous fringe benefits as well. These companies with generous employee benefits are known to employees and to the public as "good places to work." You can develop this reputation by consciously following a policy of acquainting prospective employees and of periodically reminding present employees with information regarding your company fringe benefits. Don't let the employee take these benefits for granted. This is fatal, not only because the position values of the fringe benefits are lost, but abuses by employees and other administrative problems increase.

POSITIVE RESULTS FROM FRINGES: Management is beginning to realize that most employees have become so accustomed to fringe benefits that they are taken for granted. Only a new or enlarged benefit is of interest and then only for a short time.

We know that repetition is the key to successful communication in advertising, education and learning and in politics. A great deal depends upon our employee communications too. If we want to get positive results from our fringe benefits, we must make sure that employees know *what* these benefits are, *how* they affect them individually and *why* the company furnishes these benefits.

This can be done informally and orally at the time of hire and repeated in company publications, bulletins, etc. It can be done by briefing your supervisors so that they can answer employees' questions on these matters. It can be done in the course of handling administrative problems, such as record-keeping, vacation scheduling, sick leave eligibility and a thousand other opportunities that occur in your daily contact with employees.

Many companies now tell job applicants what fringe benefits are offered as well as the salary being offered. These companies also prepare and issue to new employees an employee handbook which answers many questions about the company and its fringe benefits. Some of these companies also mail to the homes of each employee periodically, a detailed statement showing how much vacation, sick leave, health insurance, pension and profit sharing equity the employee has accrued in the company.



CROWD STREAMS out of joint session sponsored by WSMFA committees on beef and animal health and livestock conservation.

One company calls this "Your Investment in Personal Security," and puts a dollar and cents value on it for each year of the employee's service.

Another company notifies each employee whenever his eligibility increases for more vacation, more sick leave and more of other fringe benefits. These are constant reminders that prevent fringe benefits from being taken for granted and they pay dividends in appreciation and in control of employee abuses of fringe benefits.

Unions have been quick to take all the credit for more and better fringe benefits. Their newspapers and bulletins always carry articles on the fine benefits that employees are receiving. The welfare plan pamphlets and other materials rarely mention the employer. The administration of the welfare and pension plans is taken over by the union. If the employer gets any positive benefit from these generous benefits it is largely accidental. He pays the bill and the union gets most of the credit.

RECORDS AND CONTROL OF FRINGES: The uncontrolled abuse of fringe benefits breaks down employee morale and defeats the main purpose of these employee benefits. The control of abuses is not only essential to keep the costs of fringe benefits in line but is necessary if they are to accomplish their main purpose. This means setting up and maintaining adequate personnel records and checking those records for evidence of abuse. In a smaller firm you can check directly with your supervisors but good personnel records will be very helpful.

For example, an employer recently called his employee sick leave plan a "supplementary vacation plan." His records showed that certain of his employees, year after year, took practically all their sick leave. It had become common practice to "use up" their sick leave each year because it was non-cumulative. Employees got one week after six months service and two weeks after one year. They got full salary during sick leave and there was no waiting period.

It is no wonder that this plan failed to do its job. The employee should have some incentive to use his sick leave like a bank account:

1. The long service employee should get more sick leave than one year employees.
2. The unused sick leave should be cumulative for at least 90 days.
3. A waiting period or part pay period should be required before full pay is received, or less than full pay given as an alternative.
4. Education of both employees and supervisors on the proper use of sick leave and discipline of employees abusing the benefit were totally lacking.

If you have adequate personnel records, look out for: 1) habitual use of all sick leave in the first few weeks of the year, followed by perfect attendance; 2) habitual sick-

ness on Friday or Monday or before and after holidays, and 3) habitual use of remaining sick leave at the end of the year in a non-cumulative plan.

When you find abuses, *do something about them*. In addition, your supervisors should make it a point to: (a) require employees to notify them when they are ill or injured and unable to report for work; (b) check by phone the progress of newly ill or injured employees, and (c) check by visit of supervisor, nurse or other employee when lengthy illness is involved.

Finally, analyze your sick leave plan to see if it is defective and failing to do its proper job, and tell employees and your supervisors whenever the opportunity offers about the value of sick leave as a matter of personal security and protection for the employee.

An employee who squanders his sick leave protection is as shortsighted as any other spendthrift. Our job is to prevent this and, instead, to get the positive values out of our expenditures for fringe benefits. You can do this in your company. You can make your fringe benefits work for you as a means of getting and keeping good employees. Your fringe benefits can identify your company as a "good place to work" and as a "progressive" company, an asset to your community. These are the dividends which you should be getting from the good administration of your fringe benefits.

What about fringe benefit increases for 1957? This is my guess:

1. There will be much talk about the shorter work week but little action until another recession occurs. (It is already in effect in construction, printing trades, brewing, garment trades, baking and rubber.)

2. There will be very little extension of supplementary unemployment benefits beyond present industry coverage until fear of unemployment returns.

3. The question of longer vacations with shorter qualifying requirements, e.g., two weeks after three years becomes two after two and two after two becomes two after one. Three-week and four-week vacations will increase in number and qualifying periods will be reduced where they are already in existence.

4. Holidays will increase by one or two each year, plus increased premium pay for time worked on holidays. There are in excess of 10 legal holidays each year but the practice is to observe six, seven or eight. There will be more long weekends, such as Christmas and New Years. There will be a tendency to pyramid holiday pay for time not worked with holiday pay if worked, e.g., triple time. There will also be pay for holidays falling outside the work-week, and pay for Saturdays and Sundays as such for industries working seven days.

5. There may be increased shift premiums in cents per hour and more pay for less hours, such as paid meal-time



CONVENTIONEERS lend a melodic hand to the entertainers at Tee-Pak hospitality headquarters during one of the relaxation periods between business sessions at the Sheraton-Palace Hotel.

during shift. Other possibilities are restrictions on changing a person's shift; requirement of prior notice; shift seniority and changing shift hours.

6. Pension and welfare plans—constitute the fastest growing type of fringe benefit. The Teamster pension plan costs 10c an hour and the Teamster welfare plan from 5 to 7½c an hour. Other plans are about the same. The costs are increasing because of full use of plans, increasing benefits and inflationary attitudes of medical people. Problems for employers, include the control of costs; elimination of abuses and need for better administration.

7. Rest periods of 15 minutes twice a day.

8. Clothes changing allowance of 12 minutes per day.

9. Clothing and tool allowance or company-furnished tools.

10. Severance pay on mergers and sales.

11. Change of ownership clause.

12. Jury duty pay.

13. Clause restricting work loads and technological changes.

14. Mealtime allowance.

15. Tool sharpening time.

In conclusion I would say that wages are going up 6 to 12c in 1957; fringes will be more expensive and there will be more of them; there will be more influence of big packers' contracts and ideas in negotiations with independent packers; the merger of the two meat packing unions will not be good for independent packers if CIO influence predominates, and not good for local AFL unions either. The latter will tend to lose control to the international officers and will have to follow the pattern which is set for them by the headquarters in Chicago.



WHAT'S COMING in the way of higher wages and more extensive (and expensive) fringe benefits interested these packers who journeyed to San Francisco early for the industrial relations session held on Monday, February 18.

WSMPA General Session

Great and Challenging Opportunities Await a Unified Meat Industry

Declares AMS Administrator O. V. WELLS



THE meat packing industry is a major factor in America's industrial might. It is one of the most essential industries to American farmers and to the 170,000,000 consumers of the United States.

The packing industry is not directly interested in parity itself because that concept relates to farmers. However, the packing industry has an indirect interest in the parity problem because of its influence on your raw material supplies over the long run.

The third part of the subject of my discussion—progress—is indeed important to and closely associated with the packing industry. Processing, storing, packaging and transporting the many products of agriculture are jobs which require more than a vast system of marketing institutions and facilities. They require constant attention. They are continually undergoing changes to keep pace with the desires of farmers and consumers alike—and attention to the needs of progress can not be overlooked.

There is no room for complacency. Competition for the consumer-dollar is growing more intense all the time as we are offered greater supplies of consumer goods and wider opportunity for recreation. The consumer's appetite for new appliances, new household gadgets, more travel, a second car, and other items seems almost insatiable. Many of these items today embody, especially in the food field, built-in maid service for housewives.

Let me stop and say a word about the importance of the meat packing industry in the United States.

As best I can calculate, the meat packing industry contributes to the American farmer one out of every four dollars of farm income he receives. For these livestock products the American housewife pays one out of every four dollars that she spends for food. The amount of money that American housewives and their husbands spend for food is one of those strange things which is difficult to explain these days.

As a professional economist I was taught that one of the laws of economics was that as consumer income and standards of living increased, consumers spent a smaller and smaller portion of their income for food. We have increased our standard of living about 50 per cent since 1935-1939. During 1935-39, as best we can estimate, American consumers were spending about 23 per cent of their income for food. Today they are spending about 25 per cent of their income for food and this absolutely confounds economic doctrine.

Of course, the answer is fairly simple because the American housewife and her husband—he even more emphatically than she—are today buying not only food, but also a whole series of associated services.

Some years ago the learned Dr. Gallup queried the

American housewives as to how many ever expected to have a maid. The answer was that domestic service is so distasteful to most people in this country, and so costly to those who try to hire it, that very few American housewives ever expect to have a maid. However, every food concern in America is now selling the American housewife a little bit of a maid so that she does less and less work and spends less and less time in the kitchen. Thus American consumers now are spending a larger portion of their income for food and the services that are associated with its preparation and distribution.

At the same time Americans are eating a better diet. The American diet today is about 14 per cent better than it was back in 1935-39.

One last note on the meat packing industry itself.

I tried last night to come to some conclusion as to whether the meat packing industry is still a competitive field, and, as I worked through the figures showing the increase in the number of packing plants in the United States over the last 15 or 20 years, and as I looked at the percentage of the packing industry controlled by the "big three" and by the "big four" and by the "big six" and by the "big ten" and by the biggest 15, I came to the conclusion that probably nowhere in the United States does the keen edge of competition cut cleaner. Probably in no place in the United States is there keener competition than there is in the meat packing field in the western states.

I feel rather good about this because I believe the Agricultural Marketing Service for which I work has some services which have helped this situation. I believe our market news service helps orderly marketing and helps competition. I believe the federal meat grading service helps orderly marketing and helps competition by evening up the chances between the large packers and the small packers. We have various other activities which are designed to move in that direction. One of these, of course, is the regulatory work of the Department of Agriculture under the Packers and Stockyards Act.

This Association has shown some interest in activities under the Packers and Stockyards Act having to do with trade practices in relation to meat merchandising.

For those of you who are interested, I call your attention to the fact that the Secretary of Agriculture has issued a press release which has this to say about activities under this particular act:

"Secretary of Agriculture Ezra Taft Benson today announced that he has asked Department representatives to work with Assistant Secretary of Agriculture Earl L. Butz to submit current activities and problems relating to the investigation and regulation under the Packers and

READ MORE by Wells on page 57

Stockyards Act of trade practices and livestock buying and meat merchandising. The Secretary indicated that he was asking for this review of problems relating to buying and merchandising practices in order to appraise the adequacy of the Department's resources and current policies in this field.

"With limited funds available for the administration of the Packers and Stockyards Act over the last 10 years the department has concentrated attention on those activities closest to the producers themselves where it appeared that funds could be most effectively spent and where the results would most certainly work to the direct and immediate benefit of producers."

Last year we asked for an increase of \$100,000 in funds to proceed with the posting of stockyards which we have been directed by law to post. This year we are asking Congress for an additional \$178,000 to post additional stockyards and to allow us to begin investigation of trade practices on a wider scale than has been possible previously.

Our livestock producers are also faced with a real challenge. This grows out of the fact that production efficiency is just as important as processing and distribution efficiency. No farmer—or businessman, for that matter—can keep his pattern of operation unchanged and expect to maintain the kind of operating efficiency that will hold his costs down. Yet that has frequently been an end result of price supports tied to the parity concept.

PARITY: To some people the term "parity" has a magical connotation, and they feel that if a government program is related to parity for a commodity, the program can be depended upon as a panacea for the price problems besetting that commodity. The meaning of the term "parity" is, of course, fairly simple. Perhaps that is one reason why so much dependence has been placed on it by some as a cureall device for price problems in agriculture.

The word parity means "equality" or "equal value." Congress has defined parity prices for agricultural products as the prices that will give these products equal value or equal purchasing power in terms of goods and services bought by farmers that they had in a base period—back in 1910 to 1914, or over 40 years ago.

In other words, parity is the price needed to put commodities sold by farmers on a "par" with commodities bought by farmers. However, in order to support prices at some percentage of parity, controls are usually necessary to prevent undesirable surpluses from developing.

It must be abundantly clear to all of our people that high rigid price supports and rigorous production and marketing controls are the Siamese twins of agricultural policy. The former inevitably begets the latter, except during international emergencies when the insatiable maws of war consume everything that can be produced. This is a lesson that some of our people have learned only recently, because the war-free intervals of the last generation have been relatively short.

Even though war has in recent years emptied our surplus granaries and camouflaged the unsound economics of the price support programs we were following, this is too terrible a price to pay for "solution" to our farm problems. This administration is dedicated to building a farm program that will work in a prosperity built upon the solid foundation of peace and economic stability. Progress is being made in that direction.

Surpluses are being brought under control by the twin action of stepped-up disposal operations and the soil bank. Realistic adjustments are being made in price support operations so as to encourage the entire agricultural industry to merchandise a larger share of its products into the growing and profitable consumer market and a smaller share into price depressing government storage.

The year 1956 was the first peacetime year since 1947 that net farm income advanced. It was up about 5 per cent last year over the previous year. The only other increase in the last nine years was in 1951, which was during the Korean War.

Our economists predict another modest increase in income in 1957. And this will occur, mind you, with government guaranteed price supports on a number of commodities lower than they were in the previous year. This is added evidence, if additional evidence is needed, that high rigid price supports in and of themselves are no guarantee of a high farm income.

Rigid price supports related to historical parity and the necessary production controls tend to "freeze" production patterns and impose a system of built-in rigidity over our agricultural economy. Price support programs tied to the parity concept are necessarily backward looking—to the parity base period.

This tends to freeze our farmers to a set of relative price-cost relations which existed more than a generation ago. It makes little allowance for technological progress, changes in relative cost-price relations, changes in demand, changes in patterns of living. When production controls follow, they are almost completely backward looking. Producers are given a share of some historical production period, and are reduced from that base. It is difficult under such circumstances for the industry to be dynamic and grow as it otherwise would in this rapidly changing age of science and technology.

The way in which historical rigidities of this kind adversely affect economic production and consumption may be illustrated by comparing animal products with our major crops. In any realistic comparison of productivity per man hour in crops and livestock, it is apparent that crops have forged steadily ahead of livestock. Crop production per man hour of farm labor has more than doubled in the last two decades, while livestock production per man hour of farm labor has increased only about 70 per cent. Moreover, there are substantial differences within commodities which are particularly significant. Because of widespread mechanization, among other reasons, wheat, feed grains, and cotton, among the crops, and broiler production among livestock, have shown the greatest increase in productivity. Forage consuming livestock have tended to lag behind.

FITNESS: It is apparent that commodities which have experienced the greatest expansion in productive efficiency are in best position to meet competitive price pressures. Thus if government, through rigid price supporting techniques on a historical base, attempts to maintain historical price ratios between livestock and crops, we soon discover that the competitive position of animal products is adversely affected and that of crops is favorably affected by the government's action.

This is a potent reason why the government at the start of this year, either owned or had loans on over 1,000,000,000 bushels of wheat, over 1,000,000,000 bushels of corn, and over 10,000,000 bales of cotton. Government price manipulation has placed a premium on excessive production of such commodities because the rigid support mechanism did not take into account relative changes which had occurred in productive efficiency and demand. By the same token, in the case of feed grains and to the lesser extent in the case of wheat, these products were channeled into government warehouses rather than into animal products primarily because of the substantial lag in the adjustment of price ratios inherent in governmental price fixing.

About three-fourths of the total CCC investment of some \$8,000,000,000 centers in three commodities—cot-

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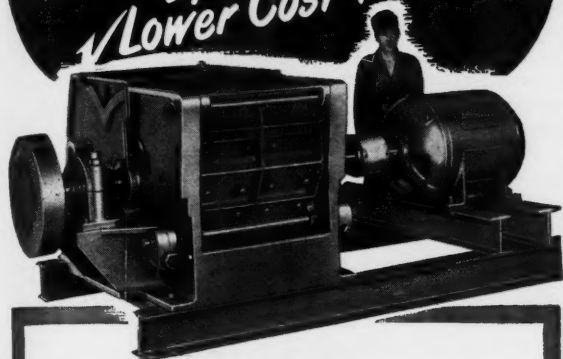
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ton, wheat, and corn. In the case of each of these commodities, we have experienced phenomenal increases in production per man hour in the last couple of decades. A price support system at incentive levels, based on price relationships four decades old, even with the modest adjustment provided by modernized parity, is unable to cope effectively with relative changes among commodities in cost relationships and demand conditions which occur with amazing rapidity.

The huge surplus of more than 33,000,000 tons of feed grains held by the government under price support has been accumulated since 1949. Last year, about 4,000,000 tons were added to the government holdings—but that 4,000,000 tons fed to hogs alone would represent only about 6 lbs. of meat per person, not counting the lard. Surely the American consumer could make better use of another 6 lbs. of meat than the government can of these surplus feed grains.

Against the background of mandatory price supports for some farm products, based on parity relationships and otherwise, the American livestock and meat industry is to be congratulated for keeping its feet on the ground. There have been sporadic requests, it is true, for the government to establish price floors underneath both live cattle and hogs.

Secretary Benson has constantly sought the advice of leaders of livestock producer organizations and they have recommended that we resist the pressure to place direct price supports on livestock. Such programs would create more problems than they would solve. Livestock producers' organizations throughout the country have flatly refused to have any part of a program of controls and regimentation such as some people have advocated.

I suppose that most of you are well enough acquainted with the arguments relating to farm policy to know that there is a large school of thought which argues that the way out of many of our difficulties is through an animal agriculture. This is based on two or three rather simple assumptions, the first being that the American people, by and large, if they have enough money, like the kind of diet which is high in animal products. The second assumption is that it takes about seven acres of grain fed to livestock to produce as many calories as it does one acre of grain eaten directly by a human being. There are some other arguments, including the fact that people in many instances like to handle livestock, and that livestock farming is more conducive to conservation than straight row crop farming. At any rate, this animal agriculture argument is an interesting one.

DIET: Let me point out the progress we are making in this direction. I indicated earlier that the average quality of the American diet is 14 per cent better than it was in 1935-39.

However, telling you that we have improved the average quality, and incidentally the cost, by 14 per cent in terms of what the farmer gets is not a very concrete way of expressing the situation. But let me say this: in 1957 the average per capita consumption of red meat and poultry in the United States will be 50 lbs. greater than it was back in 1935-1939. If you want to be precise, 38 lbs. for red meats and 13 lbs. in chicken and turkey. In addition, we will be consuming about five and a half dozen more eggs per person than in 1935-39. We will be consuming about 25 per cent more milk solids than we did during the 1935-39 period.

These are very significant increases. You immediately point out to me: "The average size of the human stomach is limited." Well, in the short run, that is true, although we are gradually increasing in height and we are increasing our weight. At the same time that we have increased

meat, egg and milk consumption, we have cut down the consumption of corn meal and flour and potatoes by about 75 lbs. per person. We have shifted the kind and content of our diet. The total pounds have not changed much as compared to 1935-39, and the total calories have not changed much, but the protein and vitamin and mineral content has changed very materially. In addition to that, the consumer satisfaction from consuming this different, higher quality type diet is an additional measure of why we have done this particular job.

We have done it also, of course, because in this expanding economy people have wanted this kind of diet and because, despite temporary temptations to control and cut back livestock production, the final decision in each instance has been to go ahead to produce and to market livestock.

We are moving toward an animal type of agriculture rather rapidly. Over the last eight years, as best I can calculate, we have increased crop production in the United States 6 per cent, but we have increased livestock production 23 per cent.

Our abundance of feed grains can permit a considerable expansion of livestock products in the national diet—whenever the animals and their products can be produced and sold to the advantage of producers, processors, and distributors. It is largely a question of building the market. This is important to your business. It is important to consumers who would benefit from more nutritious eating, and certainly to livestock producers.

Your industry can be a real market builder, not only for yourselves but also for farmers who need that market. Livestock producers have shown that they are willing and able to furnish abundant supplies of livestock—when they can afford to do so. Anything you can do to narrow the spread between the prices of live animals and prices paid by consumers for meat and meat products will help to insure an even larger flow of raw materials for your industry. You can benefit from a market building program, and so can farmers and consumers. It is something well worth working for.

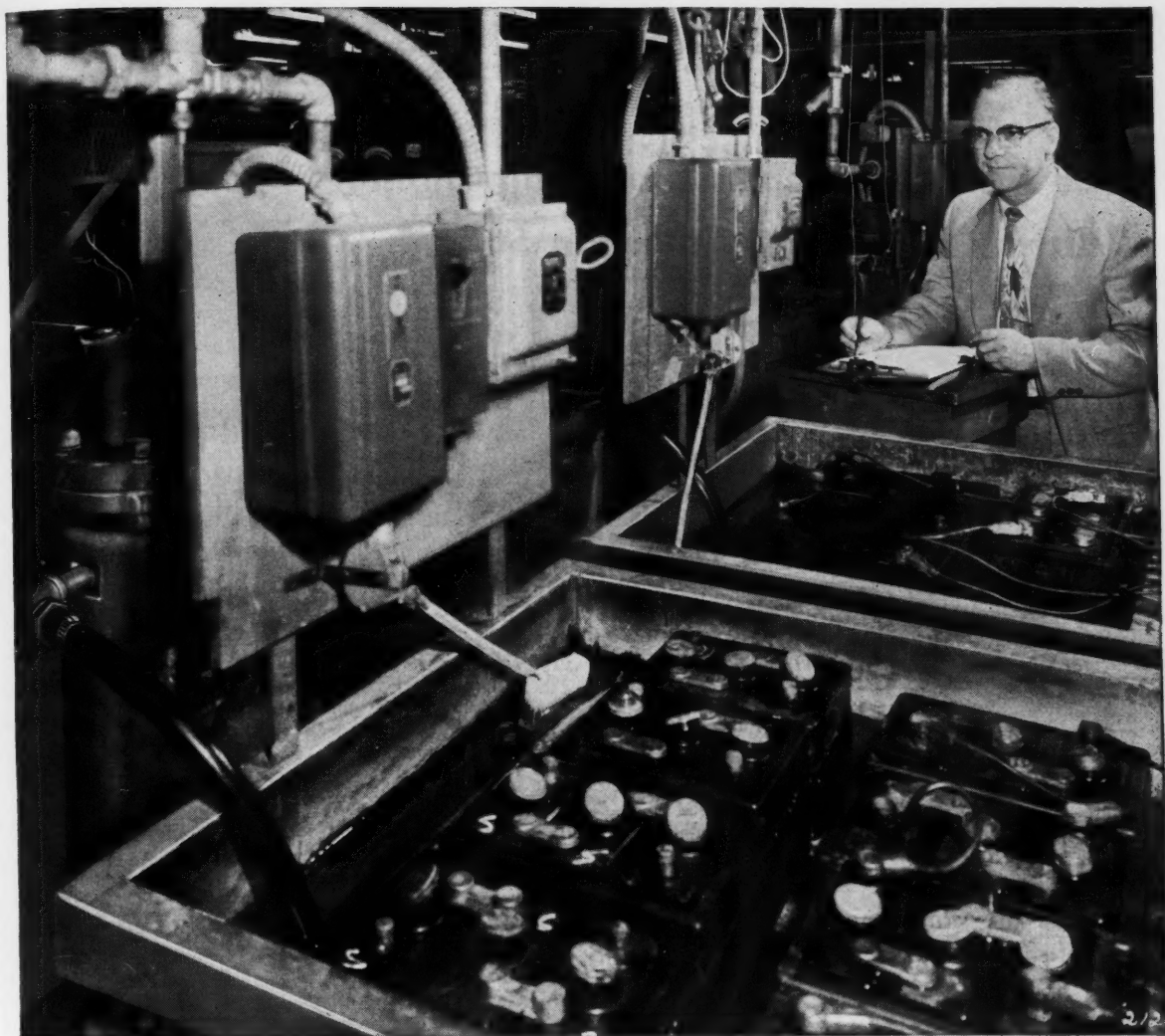
This job of promoting meat and meat products is a job for the entire meat industry team. It calls for a coordinated attack all the way from the producer and other segments of the industry to the retailer.

We often discuss the role that packers themselves must play in this drive. I think we sometimes understress the role that trade associations like your own should perform. We must, whenever possible, stand together on a united front in an imaginative and aggressive program of merchandising our product. We must minimize divisions among our ranks.

I know of no instance where any group has been long successful in trying to restrain legitimate competition. The best way to meet competition is through competition based on efficiency and imagination. A commanding job that faces every member of the team is to merchandise our growing quantities of meats as efficiently and as effectively as possible to this vast and expanding market we possess in the United States.

To the extent that this job is accomplished we shall move forward toward a reduction of our feed surpluses, and improvement of our diet, a strengthening of our farm income situation, and the building of a stronger America.

Again I commend you for the progress your industry has made, and for the initiative you have demonstrated. You can go forward, as agriculture can go forward, as America can go forward. The future of agriculture and its allied industries was never more secure and full of promise. But fair and constructive leadership is necessary. You are in a strategic position to help give such leadership.



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Hope for Peace Depends on Maintaining Healthy Capitalism—American Style

Declares Motion Picture Association President and World-Traveling Good Will Ambassador ERIC JOHNSTON



IN talking to you about peace today, I would like to emphasize how we as businessmen and as capitalists can best help to maintain it. I am convinced that our role is the heart of the matter.

Our prospects for peace, I believe, depend overwhelmingly on the strength of the United States for the balance of this century and on the ways we react to potential explosions around the globe. And the source of our nation's strength, I submit to you, is capitalism—United States-style.

What is this brand of capitalism on which so much depends? Some years ago, the word "capitalism" was in ill repute in many parts of the world. In Western Europe, the name "capitalism" was too frequently applied to an economy of private cartels and monopoly. In totalitarian Germany and Italy, the name "capitalism" was applied to an economy of bureaucrats, a monopoly of the state, by the state and for the state.

But United States capitalism was different. Back in the 1940s, when I was president of the Chamber of Commerce of the United States, I tried to describe this difference. I called our system "people's capitalism." The American people, it was clear to me, had created something new under the sun—a capitalism in which all men could fairly participate, compete and share the fruits of their labor. We had established certain disciplines under law—antitrust legislation to guard against excesses by management, legislation dealing with unlawful practices by labor, a Securities and Exchange Act to mark the ground rules for our growing ranks of investors from all walks of life.

Out of trial and error and popular wisdom, we have brought our "people capitalism" to its present state of health and achievement, and to its great responsibility.

Let us make no mistake, my friends. Today, in 1957, we in the United States are the chief custodian of freedom's strength, the greatest single deterrent to communist aggression. We didn't ask for this role of leadership and responsibility, but we have it nonetheless. We won it by default in the most dramatic upheaval the world has ever seen. No historian from Herodotus to Professor Toynbee has ever described a world of more sudden and cataclysmic change. Out of these changes, American capitalism has emerged as the free-world's anchor against convulsive storms.

What have we witnessed in our generation? In these years we have seen the Soviet empire rise to great power with jet-propelled speed, and now, it seems, begin its decline. Arising from the ashes of World War I, expanding from the destruction of World War II, the Soviet

empire today shows signs of cracking with the revolt of its satellites. It holds great danger for us in its decline, perhaps greater than in its rise, for, as we know, desperate men often resort to desperate deeds.

Thus, the Soviet empire threatens world peace!

Meanwhile, in less than a decade, a second bully-boy empire has arisen. Communist China has emerged and expanded overnight. With military force it swept into Tibet, into North Korea, into Northern Vietnam. Its troops were stopped short of South Korea and Taiwan, but not by any means its dreams of expansion.

Thus Red China threatens world peace!

In these same years, we have seen the growth of many new nations in Asia and Africa. After years of colonial rule, they have broken away from empires, they have won political independence. They now seek economic independence with driving aspirations. They want to stand on their own feet, to make their own way. But all these nations face enormous problems, which their leaders must try to solve one way or another or lose their power. In their quest for a place in the sun, these nations have engaged in minor wars.

In these nations, mishaps could trigger a major war!

Now what do these troubled areas mean to us as businessmen and capitalists? At home, we feel rather hale, hearty and well-fed. Our gross national product was never higher. Our unemployment figures were never lower. We are strong and creative and stable today. And yet, with all these virtues, we ask ourselves: "What are our prospects for peace?" "What chance do we have to live out our lives in safety?"

To these two questions, I would give one answer: Our prospect and the world's prospect for peace depends in large measure, perhaps in a decisive measure, on the strength and wisdom of United States capitalism.

With so much at stake, wouldn't it be wise and prudent to take a hard look at our system, especially for any weaknesses that threaten it? If there are dangers to our capitalism, where are they most likely to come from? From the outside—some external force? From the inside—by our own hands?

Capitalism, I believe, will never be weakened by forces outside so much as by forces within. If it ever is mortally wounded, the deed will be done by its friends, not by its enemies. It will be done by capitalists themselves who betray the basic principles of capitalism. I'd like to discuss three of these principles.

Our first principle of capitalism is *freedom of opportunity*.

Our system is always at its best when men are willing

to risk and produce for the fruits of their own labor. Capitalism means opportunity for the small, as well as the large, entrepreneur. It means opportunity for the individual, as well as the organized worker. Capitalism at its best provides the broadest possible spectrum of enterprise, from the family-run machine shop to the massive industrial corporation. Both are essential to the vigor of our system—big business for maximum productivity and distribution, small business for individual enterprise and flexibility.

Who are the betrayers of opportunity? We saw them at work in Europe as the old-style cartelists. They were highly successful. They succeeded in gobbling up whole industries, in wiping out small competitors, in extending their sway across all boundaries. In Europe capitalism has been largely superseded because the capitalists went against their own system.

In the United States today, a new approach to bigness has emerged—the bigness of “diversification.” Through diversification, big business moves horizontally across the economy, rather than vertically through an industry. Diversification itself is no evil; instead, it is a sign of new vitality. But in the wake of diversification travel the new-style monopolists, the “wrecking crew,” who buy out or kill off smaller competitors. These new monopolists are no less dangerous than the old to our basic principle of opportunity. When they violate this principle, they betray our system of capitalism.

Our second principle of capitalism is *freedom of competition*.

Capitalism encourages competition—in production, in prices, in new ideas for the open market place. Maximum, not minimum, competition is the life blood of the capitalist system. Capitalists at their best are not afraid of competitors. Rising to meet them with better products, higher efficiency, lower costs, they advance their own enterprise and the economic health of the country.

Who are the betrayers of free competition? They are the self-titled capitalists who look to security, not risk, as their golden grail. At home, they lock up new processes, divide up markets, seek to protect a soft and easy economic position at all costs. Looking abroad, they congeal against foreign enterprise through unreasonable tariffs, unreasonable trade barriers, unreasonable restrictions. They never seem to mind that they beget unreasonable tariffs, unreasonable barriers, unreasonable restrictions against us, in turn.

These so-called capitalists don't mind competition—provided it doesn't compete with *them*. When they violate this basic principle, they, too, betray our system of capitalism!

Our third, and perhaps our greatest, principle of capitalism is *freedom of responsibility*.

Capitalism at its best is the responsible underpinning for our democratic society. These responsibilities run broad and deep through every aspect of our economic life—from the development of skilled people to meet the demands of our technical age to the shaping of our economic posture before the rest of the world. Responsible capitalism looks ahead to tomorrow, not backward to yesterday.

Who are the betrayers of responsibility? They appear in many costumes.

Resisting change, they wish to deep-freeze our economic system where it is, provided they are well-packaged before the freeze sets in. Seeking special privilege, they run to government for unreasonable subsidies, for unreasonable exemptions from our balanced tax system. They don't mind that capitalism is weakened by every new unjustified tax loophole! They don't mind that capital-

RELATIONSHIP the good salesman should seek to establish with his customer is "not straight 'sell,' nor the too-idealistic 'serve,' but instead is 'swap,'" according to William H. Gove, vice president and sales director of E.M.C. Recordings Corporation. Both buyer and seller benefit from such a relationship, Gove told WSMFA members at the general session. Gove was 1953 "Professional Salesman of the Year."



ism always subsidizes with every unjustified subsidy!

They are, finally, the so-called capitalists who “leave it to the government,” never really caring what *it* might be. They are indifferent to the growing interdependence of the free world, indifferent to the troublesome problems of foreign policy and domestic policy that don't touch them at once and personally. Through their indifference and their irresponsibility, government grows and grows and capitalism declines. When they violate the principle of responsibility, they betray capitalism at its very roots.

Therefore, I say to you, the system of capitalism, preserving these principles cannot fail. But capitalists themselves can fail the system—and our failure will be noted around the world.

For today, free society as we know it is engaged in a life and death struggle against tyranny. In this struggle our shortcomings, more than our glories, are everywhere

CONVENTIONEERS R. B. McChrystal, general manager, and George Kort, sales, of new Los Angeles firm of Universal Food Brokers. Their business will include meats, packinghouse products, canned meats, etc.



observed. Seeking peace in our time of great prosperity, we must guard diligently against our betrayers within.

We in capitalist America are now on trial for our leadership. In this time of trial, it is wise to remember that in the architecture of society, it is only three steps from the master bedroom to the doghouse. The doghouse of history is always yawning—and it *could* be yawning for us!

Today we are prosperous and prosperity can bring complacency. When the devil knocks, complacency always opens the door. Only diligence and good works can ever man the barricade. That is why I say that our prospect for peace—and the world's prospect—rests on the continuing vigor of United States capitalism. This puts two choices up to us, two roads to the future:

First, we can be complacent in our prosperity and tolerant of betrayal—and thereby destroy the world's bastion of peace.

Or, second, we can rout the betrayers by the same hard skills that made us strong—a capitalism which is willing to risk, to produce and to grow, responsible for its own survival. The second course offers us a great challenge and prospect—for an America strong and worthy of leadership, for an America fit to lead a troubled world to an era of peace, for an America unlimited.

WSMPA Beef Session

Grading Has Proved its Worth But Packers Aid Can Make it Better



Declares USDA Grading Expert J. C. PIERCE

WE ARE all aware of the fact that during the past few years there has been increasing criticism of the federal meat grading program. During the past year we have seen resolutions that have ranged all the way from complete endorsement of the program to recommendations for its abolishment. During the last session of Congress a bill was introduced to make a full and complete study of the meat grading program.

There are many reasons why these actions have occurred and why we can reasonably expect them to continue and possibly even increase. Therefore, I think we should take stock of the program and what we can do to make it more efficient.

The federal meat grading program will have been in existence for 30 years on May 2. Why did it start? The objective in starting the grading program was one that has been the underlying objective in carrying it out through the years. It was an effort to provide a tool that could be used to reflect consumer preference back through the marketing channel to the producer.

The growth of the service through the years is interesting. Up until 1940, only about 8 per cent of the total commercial slaughter was federally graded. However, after each of the two periods of compulsory grading we had a tremendous growth in grading, presumably brought about through the familiarization of the buying public, at the retail, wholesale, and consumer levels, with grades.

After the return to a voluntary basis following World War II, grading leveled off at about 25 per cent of the total commercial slaughter.

After the second compulsory period, during the Korean War, grading leveled off at 45 to 50 per cent. These figures are a little misleading when we consider that most of the beef grading is done in the higher grades.

With this growth have come many problems; some of the most serious ones, from the standpoint of administering the program, have been directly associated with rapid growth.

Why has grading grown? That's a good question and perhaps one on which you can get a lot of different answers.

As meat packers, you might stop and ask yourselves the same question: What influences my decision, day after day and week after week, as to the volume of beef that I will grade? You might all come up with about the same answer: you find you can merchandise certain beef to better advantage with the federal grade label on it than without it. As good businessmen, I am sure that this is the motivating influence back of your decision, and it certainly should be.

What benefits have accrued to the industry from use of this marketing tool?

The first one I think of is that it has provided the basis for a national market news service. Can you conceive of a market news service that would be based on different grade standards or different terminology in use in all the various markets in this country? Frankly, your market information would be worthless under such circumstances.

Another reason, and one that you can well appreciate,

is that grading enables the small independent packer to compete on the national market. His brand may not be known 30 miles from home, but with a federal grade label he is able to compete effectively in markets all over the country against the most highly advertised brands. This has meant more competition for the producers' livestock.

One of the other benefits that has meant much to our distribution system has been that of facilitating long distance sales. Think of the tons and tons of beef that are sold over the telephone; the buyer and the seller never come into direct contact; there is no personal inspection; there is no problem of rejections. Why? Primarily because buyer and seller are speaking the same language—that of the federal grade.

We shouldn't overlook the usefulness of grades to the consumer. Admitting consumers aren't too familiar with federal grades, even after 30 years, I think that problem is handled for them. The retailer, as a good businessman, stocks the grade of meat for which the clientele in his particular area will become consistent repeat customers. He builds his business on that premise. Thus we have a reflection of the consumer demand back to the packer.

What are some of the limitations and what are some of the problems? The first one that comes to my mind is that grading is based on human judgment. It is subjective in nature and, therefore, not as uniform as we would all like to see it. Such criticism centers around one thing, and that is that grading can be no better than the tool with which the job is done. The grade standards constitute the tool and they are the major limiting factor.

Basically, we are trying to measure two considerations in our grade standards. One of these pertains to quality. It is an attempt to measure those characteristics of beef that contribute to its palatability, tenderness, juiciness and its flavor. Here we are greatly hampered by our lack of factual information and our need for more research.

The other consideration is a quantitative one. Basically, it is a measure of conformation, or an attempt to evaluate the ratio of meat to bone, and the ratio of preferred to less preferred cuts in a carcass.

When you pick up the grade standards and read them you wonder how it is possible for a grader to take such indefinite and, perhaps, nebulous terms as "slightly abundant marbling," "slightly compact," or "moderately thick"—and apply them in a uniform manner. If those standards were merely mailed out to 400 graders over the country, without any pre-indoctrination in their application, a uniform job would not be accomplished.

However, every possible effort is made to acquaint the grader with the interpretation of the standards and to give the terms definite meaning. Illustrative material, such as color photographs, is used to assist in this effort. However, of even greater importance is the personal contact that starts with our standardization group demonstrating the interpretation of standards to the grading supervisor, which he, in turn, carries on through to the individual grader. This is followed up with weekly and daily and, in some

instances, almost hourly supervision. In the end, I think we get a very uniform job. While it is not perfect, it is becoming increasingly uniform, week after week, and year after year. As the job becomes more precise, it is going to become more technical. As we get more research information it will be reflected in grade standards and we will do a more objective job.

Grade standards cannot remain static, but must change as we get new information. We believe that there are three general reasons for revising grade standards. First, we think they should reflect the results of new research. A good example is the revision of the standards that took place in the late 1940's to eliminate reference to color of fat. This change was based upon the fact that research had clearly demonstrated that the color of fat is not necessarily related to quality of beef.

Second, standards should be revised for purposes of clarifying their interpretation.

Third, standards should be revised when it can be clearly demonstrated that the range of a grade is either too narrow or too wide to be effective. I think we have a good illustration of this in the recent revision when the Standard grade was taken out of the old Commercial.

I believe that there are many things that you, as meat packers, can do to make this program more efficient. I feel that I am speaking to a relatively sympathetic audience because I know of no group that has utilized grading more or, in my opinion, received greater benefits than have the western meat packers. I believe the first thing that you can do is to familiarize yourself with the grade standards and their interpretation. Very few days pass without arguments that could have been prevented by adoption of this policy. We see too many cases in which good meat men finally concede that they haven't read the standards for many years and do not realize that they say certain things. Remember that the grader applying the standards has a set of rules and regulations by which he must go. If you are looking at the grades with the same yardsticks in mind, many arguments will be prevented.

Insist on correct grading at all times, but don't push too hard to get your beef overgraded. It is a temptation to push the grader when you own the beef and there is a substantial differential between adjacent grades. However,

incorrect grading does not help anybody in the long run—it only tends to confuse. It confuses the consumer as to what the quality standard really is, and it confuses the producer because he wonders what the consumer wants.

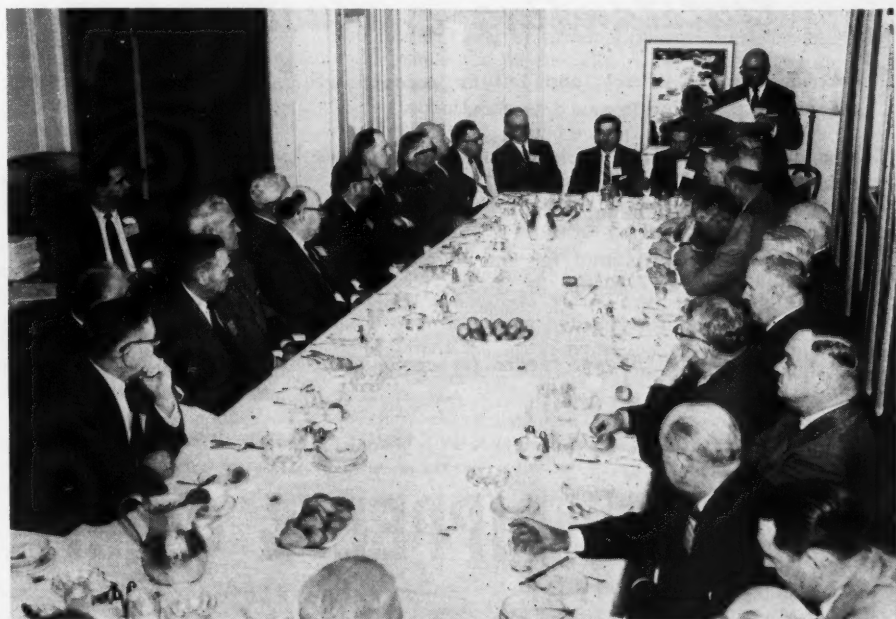
Along that line I think we should emphasize the desirability of giving the producer the full story on the grading of his cattle. Remember that the packer is the only direct contact between grader and the producer. All too often we find that the producer is given only the result of the graders' first trip through the cooler when 50 per cent of the load graded Choice. What the producer may never find out is that when the cattle were thoroughly chilled—perhaps some of them had to be ribbed—90 per cent of the load graded Choice. The producer goes home disgruntled with the grading service and I don't think you have made a friend either. I believe that much of that misunderstanding is unintentional since the buyer himself may only get the first information.

Another point that I would like to emphasize is: Don't expect grading to be a substitute for good meat merchandising. Many of the problems that we attribute to improper grading are really merchandising problems. We have done quite a good job of merchandising Choice grade in many parts of the country. I believe a much less efficient job has been done of merchandising the lower grades, and there is no reason why that should be true. We are doing a much better job of merchandising the Good grade today than we did in the past.

While we have made some progress in revising our grade standards through the simple process of juggling grade lines, I feel that the usefulness of this approach is very limited. Many would continually up-grade beef by pushing more and more of it into a higher grade which has already acquired an established reputation and name. I believe that such a practice will eventually result in a grade with such a wide range of quality that the name itself will become meaningless.

Finally, I would like to see you encourage research aimed at a more basic evaluation of the grade factors. I finally believe that the development of more objective and precise standards, that will do a better job of reflecting consumer preference back through you to the producer, is directly dependent upon more basic information.

E. F. FORBES, president and general manager of Western States Meat Packers Association, brings the board of directors up to date on developments since their last meeting. The luncheon conference of the board was held on February 19 in San Francisco.



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WSMPA Sausage Session

Most Sausage Problems Yield to Close Control Over Basic Processing Factors



Reports Visking Specialist F. W. TAUBER

TODAY I shall discuss problems encountered during the past year in the sausage industry. These problems are potentially always present in a sausage operation and they can be prevented, or markedly reduced, by controlled methods of manufacture.

Problems most frequently encountered in production of sausage may be classified into five groups:

1. Emulsion breakdown on processing resulting in fat and/or jelly pockets.
2. Breaking of casing on processing.
3. Casing peeling difficulties.
4. Discoloration.
5. Problems of spoilage.

In evaluating these sausage problems it is necessary to define or limit the conditions and to understand fully the sequence of events leading up to the problem. The solution usually becomes readily apparent when the problem is well defined in terms of fundamental principles.

The principles are well established concepts such as: time and temperature and shape and size. These need little or no definition.

Absorption, however, as illustrated by water pickup by a blotter; diffusion, as illustrated by movement of dyes into a sausage surface, and coagulation, as illustrated by the heating of egg white, are of extreme importance yet may not be as readily defined as the principles which I mentioned earlier.

These concepts, in conjunction with certain biological facts and chemical manipulations, are the tools by which a sausage operation may be defined and operationally controlled.

To illustrate the use of the fundamental principles, we shall describe a sausage operation and point out some of the principles involved at each operational level.

The sausage operation involves the following steps with which most of you are already familiar:

1. The selection of a formulation.
2. The preparation of an emulsion.
3. The shaping and sizing of product, that is, stuffing, linking and hanging.
4. The smoking and cooking.
5. The showering and chilling.
6. The peeling and/or packaging.

And, finally, the storage and shipping.

These operational levels shall be discussed in more detail and with emphasis on the fundamental concepts which are involved at each step.

The sausage operation, at best, is an equilibrium or balance between the raw ingredients, the processing and handling and the shelf life of the finished product. The finished sausage must have color, flavor and texture that are acceptable to the trade. The sausage must meet legal requirements for cure and protein and moisture contents.

We are now ready to consider the selection of a sausage formula and the subsequent operations in detail.

Obviously, economics is the guiding principle in any formula selection. However, this does not imply that the cheapest formula will give the most economical, finished

sausage. The meat ingredients should be carefully selected as to quality and composition. The composition of these raw materials will determine the moisture, protein, and fat content and will markedly influence the color, flavor and texture of the finished sausage. It is possible to obtain these desired physical and chemical properties by balancing the quantities of raw materials. Therefore, it is essential or highly desirable that alternate formulas be established so that the processor is not restricted by market conditions. Operational failures on sausage frequently can be traced to excessive amounts of moisture and fat in the product and these should be carefully controlled. The most expensive means of removing excess moisture from a formula is by the smokehouse route. At this point I emphasize and re-emphasize: Do not add excessive moisture in the chopper that must be removed in the smokehouse. Simply control the added moisture at the proper level in the chopper.

We shall now assume that the proper selection of beef, pork, ice, spices, salt, and cure has been made and the preparation of the emulsion is up for consideration.

A stable sausage emulsion is an extremely complex system. It is very important that the operational details be adequately defined. The sausage emulsion resulting from comminuting the meat ingredients with ice, salt and cure is a typical oil-in-water emulsion. An examination of the emulsion reveals a mixture of salt-soluble protein with swollen and disintegrated meat fibers intertwined like a web throughout the sausage mass.

A sausage emulsion, as viewed through the eyes of a chemist, contains large golden globs of fat dispersed throughout the emulsion and coated with the salt-soluble proteins from the emulsion.

This oil-in-water emulsion concept permits an explanation of the effect of overchopping on emulsion stability and explains why fat and jelly may separate from an emulsion on processing and cooking.

The salt-soluble protein content in an emulsion normally is sufficient to coat adequately the fat particles. The salt-soluble protein coagulates or sets solid on cooking in the smoking procedure and entraps the fat particles in a series of little protein sacs.

Overchopping increases the fat surface by reducing the particle size. The amount of fat in an emulsion is already well defined by the formula. As you chop and continue to overchop, the little fat particles are reduced in size so you get a very fundamental change in the surface volume relationship. As you continue to overchop you simply keep the initial fat content but you very markedly increase the surface. As a result of that increase, the protein content which would normally be sufficient to coat the normal fat particle, is no longer sufficient to cover the increased surface. As a result many of the fat particles in the emulsion are without a suitable coating of protein to hold them in the mass.

The salt-soluble protein coagulates or sets solid on cooking in the smoking procedure and entraps the fat particles in the matrix.

Overchopping, as I have indicated, increases the fat

surface by reducing the particles' size, and the protein is now not in sufficient quantity to coat all the particles. The uncoated fat particles then separate from the emulsion on processing. Likewise, by heating the emulsion rapidly you may cause the fat to separate by disrupting the protein sacs during the smoking cycle. In this instance, while you have sufficient protein to coat the particles, by improper processing you actually prevent the normal coating from carrying out its function. Or, if you have protein of a different type, that is, collagen or gelatin-like proteins which occur in shanks and similar meat or cheek meat, you form on heating a gelatin type of protein which separates from the fat particles.

It can be readily seen that moisture-protein-fat ratios in an emulsion are extremely important to emulsion stability. Other factors that are important are salt and the traces of chemicals in the ingredients, the type of chopper, temperature of chopping and the sequence of additions of ingredients in the chopper. All of these may influence the sausage stability.

A small degree of emulsion breakdown may only become apparent on the finished sausage. That is, the fat or jelly that forms will produce areas with different rates of drying and streaks or spots of discoloration may occur on the finished sausage surface.

The emulsion prepared from a beef and pork trimming formula, using a conventional chopper, is removed to a stuffer and the shaping and sizing of the product is carried out.

The prepared emulsion is stuffed into suitable sizes of cellulose casings. The fundamental difference between frankfurters and bologna is chiefly one of size. It is understandable that even though the same emulsion is used, a difference in color, flavor, texture, and moisture content may readily occur in these products as a result of differences in surface-volume relationships and differences in processing conditions.

For example, a 2-oz. frankfurter may lose $\frac{1}{4}$ -oz. in smoking for two hours, which is about 12 per cent shrinkage, whereas a 10-lb. bologna may lose $\frac{1}{2}$ -lb., or 5 per cent in shrinkage, after eight hours of smoking. Frankfurter processing thereby imposes a greater limitation on the smokehouse than does the bologna processing. This is basically a result of the difference in shape and sizes of the two products.

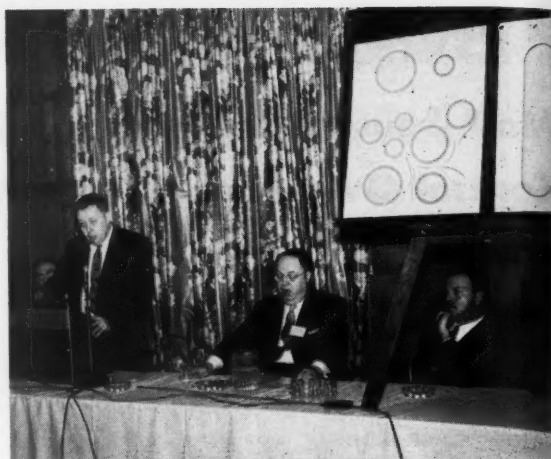
After stuffing, as you know, the sausage is ready for smoking and cooking.

The smoking and cooking of sausage is an involved process chemically since the emulsion under processing is changed from a free-flowing semi-liquid state into a rigid solid. This is achieved by heating the emulsion mass to temperatures that coagulate the meat proteins, usually 130 to 135°F., although some small portion of the proteins may coagulate at higher temperatures.

The insoluble proteins, such as collagen, shrink considerably at 145 to 150° and, on prolonged heating at higher temperatures, are converted into gelatin. When meats with high collagen content are used for sausage, the formation of jelly pockets may become a major processing problem.

Poorly controlled heating will produce breakdown of emulsion and contribute to surface discoloration such as spots, streaks, pits, or dry areas.

The initial low temperature heating of sausage, usually below 130°, is a prerequisite for good surface formation. The rate of heating, as well as the temperature level is important to prevent excessive breakage of casing during the smoking cycle. The use of smoke is important to flavor in sausage and it may have an influence on surface color and texture in some instances. The active ingredients of smoke



SAUSAGE SCIENCE and sales promotion were covered by F. W. Tauber, John Hartmeyer and George Savard on February 20.

react with the proteins of the meat mass and very little penetration of the smoke flavor occurs beyond the first one-eighth to one-quarter inch of the sausage surface.

Heating bologna and frankfurters in the smokehouse to an internal temperature of 148 to 152° is the practice today. It should be remembered that the smokehouse temperature is 170 to 180° or higher at this time. Good pasteurization of sausage occurs under these conditions. The problem of processing bologna is one of balancing the internal and external environment. The external environment for the bologna during processing is the smokehouse. The factors are time, temperature, relative humidity and air flow. The modern smokehouse has adequate controls and instrumentation for measuring the factors related to the external environment. We are working to establish what is involved in the internal environment, that is, what is occurring within the encased bologna on processing. This information is needed if an intelligent decision is to be made on what we are attempting to balance during the process.

As previously mentioned, initial low temperature processing of sausage is a basic requirement for good surface formation. The drying at low temperature condenses the components of the sausage emulsion on the surface. The application of higher temperatures coagulates these components to form a smooth, solid surface. This gives a sealed surface that resists contamination and results in a better shelf-life for the stored sausage.

In addition, the smooth surface greatly eases the peeling of the cellulose casing from the sausage when peeling is desired. The sealing of food surfaces by mild drying is a common practice with processed foods. Cheddar cheese, marshmallows, bread and rolls, and sausage are a few of the items in which the production of a sealed surface is important for preservation.

The showering or cooking with hot water after the smoking cycle assures good pasteurization of the sausage. When peeling is a consideration, hot showering helps by softening the casing from the adjoining meat surface.

We are now ready to consider the cold showering and chilling of sausage after processing in the smokehouse, cooker and/or hot shower. This cold shower is continued until the internal temperature of the sausage is reduced to approximately 90 or 100°.

Showering, one of the most critical operations, is frequently a poorly controlled one. In addition to reducing the temperature of the sausage, showering also prevents or reduces the incidence of casing breakage, enhances the

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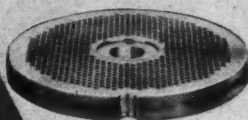
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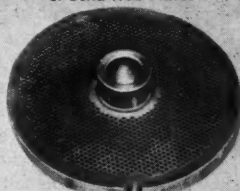
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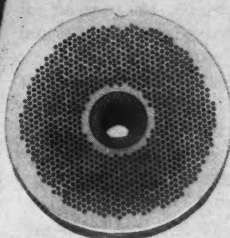


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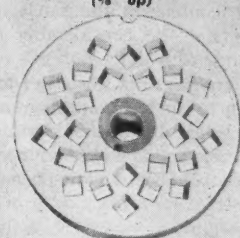
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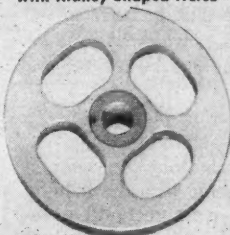
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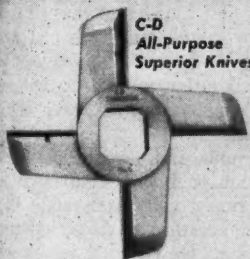


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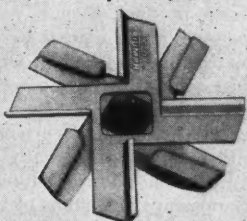


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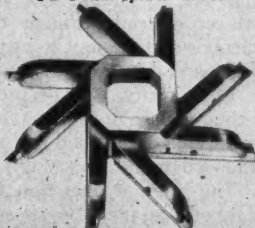
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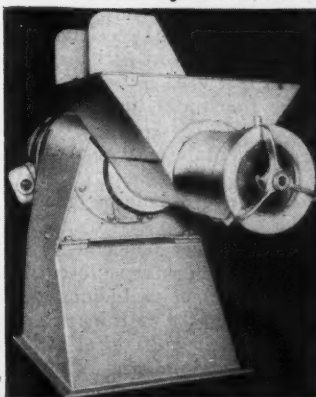


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peelability of the casing from the sausage, and reduces shriveling of product on subsequent storage. Properly controlled showering is most important to shelf-life of the sausage for the following reasons:

For better understanding, let us momentarily return to the events occurring during the smoking cycle.

The salt and other soluble components of the sausage are concentrated at the surface as a result of surface drying. Salt is an excellent bacteriostatic material and if excessive showering occurs the salt is leached from the sausage surface. The salt content at the surface may thereby become considerably lower than at the sausage core. The moisture content of the sausage surface, as a result of leaching, may be considerably increased by the normal interchange of water.

It is important not to shower too little, or too much, but to shower to the optimum degree. This optimum needs to be established by control tests in the customer's plant. Many recent complaints on spoilage of stored sausage have been coincident with poorly controlled shower practices.

If showering is poorly controlled, or is not carried out skilfully and with understanding, spotty discoloration may occur. Overshowering may discolor products by:

1. Leaching components from the sausage surface.
2. Permitting excessive absorption of water by sausage.
3. Streaking the surface of the sausage by misdirected showers.

And, as already stated, overshowering may produce a sausage surface that is susceptible to bacterial spoilage.

After the sausage has been properly cold showered, it is allowed to dry slightly prior to placing it in the holding cooler. Usually, the sausage is stored overnight until an internal temperature of 40 to 42° is reached. Temperature variations from 30 to 50°, or greater, may occur. The temperature and relative humidity of the cooler is very important for obtaining good peeling performance. The peeling of frankfurters has been discussed fully in recent technical reports. The fundamental requirements for peeling are identical for frankfurters, bologna and smoked meats in either cellulose or fibrous casing. We, therefore, shall simply discuss the general principles for peeling cased sausage products.

The peeling of sausage has two fundamental requirements:

1. The laying down of a smooth surface so that one has the proper structures from which to peel the cellulosic casing; and
2. Proper humidity conditions so that the cellulosic casing tears and strips readily.

There are several requirements that need to be met to assure a smooth surface on the frankfurter, bologna or smoked meat:

1. Proper protein-moisture content of the meat emulsion or the meat mass.
2. Proper low temperature drying to build a good glazed surface.
3. Coagulation of this glaze at higher temperatures. While some reactions with smoke constituents may occur, the evidence does not permit any clear-cut decision as to the effectiveness of smoke in coagulating the meat mass.

The moisture relationships for peeling are critical and good control is necessary for good performance. There must be a balance between the moisture in the sausage and the moisture in the casing. The relative humidity of the surrounding atmosphere will influence the rate of drying or humidification of the casing and is a means of controlling the moisture level for a period of time that is practical for good peeling performance. Seventy per cent relative humidity in the peeling room at 50°F. is satisfactory espe-

cially on product with an internal temperature of 40 to 45°.

The reason why the casing can be peeled at some moisture levels and not at other levels is not completely understood at this time. It possibly is related to the neutralization of adhesive forces of the cellulose by introducing layers of water molecules between the meat and the cellulose.

If you could visualize a casing adhering closely to the meat surface, you would find that you get the best peeling performance where you have a water molecule coming down and acting as a little wedge and pushing away the casing so that it strips off readily. Actually, the peeling operation is a very complex chemical-physical reaction.

On the problems of machine peeling of frankfurters, it is important to control certain mechanical and handling features. It is recommended that the sausage be stuffed to uniform diameters, hung so as to reduce incidence of smokestick marks (four up and four down hanging produces 50 per cent less stick marks than does the two up and two down method) and that loose ends, knots, off-center links and nubbins be removed.

The peeled product is now ready for packaging. The details of packaging frankfurters and bologna require considerably more time than is available today. Nevertheless, the unit package of frankfurters may well be considered as being representative of one of the types of packages of sausage where trouble may occur. We shall therefore make the following analysis and recommendations:

It is important that the frankfurter surface be dry when it is packaged.

The temperature of the frankfurter, the temperature of the packaging room, and the temperature of the packaged sausage cooler should be held within a narrow range to avoid excessive sweating of the sausage or fogging of the packages.

The optimum temperature with relative humidity should be established by each sausage producer.

The shipment of packaged products should be controlled so that the minimum deviation in temperature occurs. This is important since variations in temperature induce cycling of moisture within the package. Moisture moves from the frankfurter, condenses on the inner surface of the package and, finally, may form droplets and transfer to the surface of the frankfurter and leach out soluble materials at spots on the product. Even if you get no bacterial spoilage, the spots will be apparent as discoloration and make for an unattractive finished product which you will have difficulty selling to the retailer.

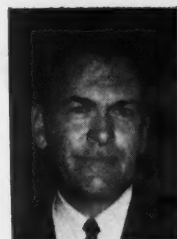
The principles involved are quite simple concepts that are used daily and we have such occasion to be familiar with them that frequently we don't really appreciate the fundamental nature of time, temperature, surface, volume relationships and items of that sort. However, if you want to define your sausage problems adequately when they occur, rather than use just a hit-and-miss system of hoping that you are going to come up with the proper solution, we recommend definitely that you consider these fundamentals and attempt to approach the problem in a logical fashion and in a logical sequence.

In summary, sausage problems of emulsion breakdown, casing breakage, peeling, spoilage and discoloration can readily be understood and remedied by applying scientific knowledge and reasoning.

The sausage operation is a balanced operation. The finished sausage is in an equilibrium with the raw materials, the processing and handling, and the storage conditions. In attempting to solve sausage problems, the method of proceeding from the "general to the specific" is an excellent means of defining the problem. In the process of defining or limiting the conditions or problems, the solution usually becomes readily apparent.

WSMPA Sausage Session

Major Factors in Sausage Quality Can Be Controlled With a Simple Setup



The "How" is Told by **GEORGE SAVARD**

THIS talk is intended for the small as well as the larger operators. In the minds of many, the word laboratory means a minimum expenditure of several thousands of dollars for equipment and nebulous benefits which do not justify such expense, particularly when a firm is operating with a measure of success without one.

I hope that your interest will be aroused, however, when I tell you that the so-called laboratory I have in mind is of the "do it yourself" variety. The cost of equipment is about \$1,000; the space requirements consist of an area about the size of an ordinary desk top and, with a little practice, anyone on your staff can perform the work involved.

I think you will agree that this kind of laboratory is well within the capacity of any meat processor and I shall try to demonstrate how it can be of real value in your operations by making it possible to institute and maintain an active quality control program in your plant.

What is quality control? One definition that seems to cover the subject thoroughly is as follows: "Quality control is the application of scientific safeguards against waste and loss, errors in processing, product damage and deterioration, compliance with standards and regulations, and in seeking out efficient new ways and methods."

In this sense, a quality control program is probably beyond the capacity of smaller operators. However, it is not an "all or nothing" type of thing and the program I shall discuss will be limited to controlling the composition of sausage products and to maintaining effective sanitation measures. I shall try to demonstrate how meat processors can use certain practical in-plant scientific safeguards without an elaborate installation or technical personnel.

Why is it important to control the composition of sausage? The answer to this question is fairly obvious and lies largely in the fact that the industry is one which operates on a small margin of profit. Consequently, it is important that each lot of product contains the maximum percentages of fat and moisture in keeping with quality and in conformity with regulations. Every sub-standard batch jeopardizes consumer acceptance of a product, while every extra-legal batch represents a direct financial loss.

The key to controlling the composition of sausage lies, first of all, in a knowledge of the fat content of the raw meats. Then, of similar importance, is knowledge of the fat and moisture contents of the emulsions and finished products. When these data are available, the operator can control his products with reasonable accuracy. He has a check on the fat-lean balance of the initial meat mixture and an indirect check on the processing operations involved, particularly smokehouse shrink.

Obviously, knowledge of fat and lean levels of raw materials would be of little practical value if it were not known early enough in production to permit adjustments to correct the batches that vary beyond the permissible range. Fortunately, the equipment I have here fulfills the basic requirements of reasonable speed and accuracy and, what is probably of equal importance, does not require the services of scientifically trained personnel to operate it.

This equipment and the simple testing procedures used are not official, but they do serve the purpose. Official or legal methods which, of necessity, are used by commercial laboratories are not satisfactory for in-plant control because of the excessive time required to make the tests. For example, the official oven drying method for determining moisture requires over-night drying and that for determining fat requires a similar period of time and, in addition, is too involved for routine use.

Taking first things first, I should like to discuss sampling techniques. The importance of accurate sampling cannot be overemphasized. The sample used for a test must be representative of the lot of meat or product from which it is taken or, obviously, the test results will be meaningless.

Perhaps the best way to illustrate proper sampling procedure is by a typical example: Let us suppose that we have purchased 10,000 lbs. of boneless beef in 100-lb. boxes and want to get a representative sample for fat analysis. It is convenient to use one tank truck, or about 1,000 lbs. of meat, from which to take our working sample. To get this amount we need 10 boxes of meat and since, in this instance, there are 100 boxes in the shipment, we set aside each tenth box. If the shipment totaled 20,000 lbs., we would set aside each twentieth box. The 10 boxes of meat are ground through a $\frac{1}{8}$ -in. plate into a tank truck, and then, to obtain a sample of the contents of the truck, we take two or three cores with a sampling tube. This sampler, which is homemade, is simply a 24-in. length of 2-in. stainless steel tubing with a longitudinal strip cut out. This slot is important because friction usually prevents ground meat from rising more than a few inches into an unslotted tube sampler as it is pressed downward into the meat. There is no such problem with a sampler such as this one and full core samples are easily taken.

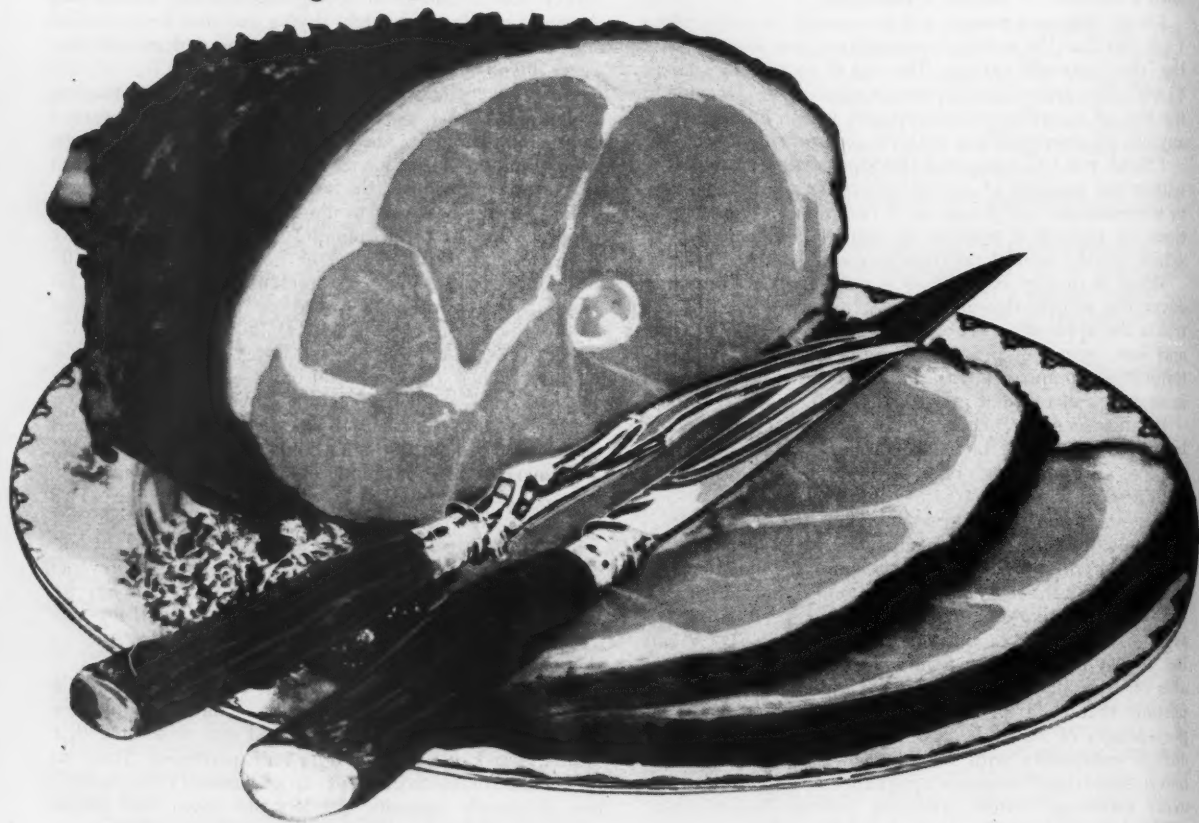
We take two or three cores from various places in the truck of ground meat and composite or mix them together by hand. The meat is then flattened into something that resembles a kingsize hamburger and quartered. Then, to reduce the volume to one that can be handled conveniently, two diagonally opposite quarters are taken and mixed together and we now have a sample that has the same proportional makeup as the original, but half the volume. Quartering may be repeated, if necessary, until we have roughly a pound of meat for the actual tests. This sample is then hand-mixed and passed through a small grinder with a $\frac{1}{8}$ -in. plate two or three times. It is placed in a jar with a tight-fitting screw lid to prevent moisture loss and we now have our actual working sample.

Sampling of finished products is comparatively simple. When sampling franks, for example, we usually take about six at random from a lot. For bologna or similar products, a section cut from the center is usually satisfactory. Such samples are then passed through a small grinder two or three times in the same way as the ground beef just described. As you can see, proper sampling is a simple procedure but, as stated before, a highly-important one.

The two pieces of apparatus on display here are types

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for your Easter hams



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we have found to be satisfactory for routine fat and moisture tests. I think it may be well to acquaint you with the simplicity of their operation.

The Steinlite fat tester here, which I presume most of you have seen advertised, has been on the market for some time. It is the only instrument, to my knowledge, which is satisfactory for rapid in-plant determinations by nontechnical personnel. We have used one for about two years in our plant and we consider it indispensable.

The test is made by blending a definite weight of sample with Steinlite solvent in a Waring blender for four or five minutes. The mixture is then filtered and the resulting clear solution poured into the test cell of the instrument. Readings are taken and the fat content is read from the conversion chart. With use of reasonable care in making the test, an accuracy of approximately 1 per cent can easily be attained. When experience has been gained in the use of this equipment, a test can be made in 15 minutes or less. If you have several samples to run you can probably cut it down to five or ten minutes per sample.

The cost of the Steinlite tester and auxiliary equipment, consisting mainly of a balance for weighing the sample and the filtering equipment, is roughly \$600.

The Cenco moisture balance here is quite unique in that it is virtually a complete testing unit in itself. It contains a built-in torsion balance for weighing the sample and the heat source, which is an infrared lamp for drying the material. Furthermore, the moisture content is read directly off a drum carrying a scale graduated in percentages from 0 to 100. The only auxiliary equipment required is a Powerstat transformer to regulate the heat output of the lamp. This is necessary to prevent burning the sample. A timing device to shut off the heat automatically at the end of the drying period is also very helpful. I understand that the latest models of this instrument have built-in heat regulators and timers.

Very briefly, a moisture test involves spreading the proper amount of ground sample thinly on a piece of filter paper placed on the pan, drying for the required time, and reading the percentage of moisture off the scale.

We did considerable testing to determine the best operating conditions for this instrument by checking against an official method and finally found that a Powerstat setting of 85 and drying time of 35 minutes gives good results.

Thirty-five minutes may seem rather long for a rapid test, but the actual working time is not over five minutes. Once the test is started, the operator is free to do other things until the drying period is ended when a final direct percentage reading is made right off this drum.

We found that the accuracy of this method under the operating conditions mentioned is around 1 per cent. Cost of the moisture balance, transformer and timer is approximately \$275.

There is other apparatus on the market for rapid determination of moisture, particularly a unit called the "Moisturescope." The principle of its operation is that the moisture is distilled off the sample with capryl alcohol and measured volumetrically in a receiver. I have had no personal experience with this equipment, but from published information, it too, should be satisfactory.

Now that equipment and methods for moisture and fat determination have been described, it may be well to review ways of translating test results into product improvement and dollars and cents savings. Needless to say, the applications and usefulness can vary considerably depending on the nature of the individual processing operations and the volume of product produced.

As regards fat tests, the information obtained can be useful in the following instances:

1. Ground beef sold on a prescribed fat content.

2. Pork sausage for compliance with government regulations and insurance against substandard or extra-legal batches.

3. Prevention of rendering during processing by closer regulation of the fat-lean balance of the meats. This would also apply to assurance of good peeling quality.

4. More accurate appraisal of the value of raw meats.

No mention has been made of protein tests because there is no analytical method presently available that would lend itself to the type of program we are discussing. Protein tests are comparatively lengthy and do require a trained operator. However, since the total of the moisture, fat, and protein content of meat accounts for roughly 98 per cent of the total constituents, it follows that control of moisture and fat also controls protein to a considerable degree. In the case of a sausage product, the figure would be somewhat less because of additives, but still the protein content can be estimated with reasonable accuracy.

One last comment on moisture and fat tests: When tests are first made, duplicate samples should be sent to a commercial laboratory for a check on the accuracy of your results. In this way, confidence in the apparatus will be built more rapidly than would otherwise be the case. When such confidence is acquired, the quality control measures will begin to fit into the production picture and to pay off.

Sanitation is one of the most important facets of a quality control program because of the ever-present danger of spoilage. As you well know, nothing can destroy the value of a meat product more completely than an off-odor or greening. As regards greening, while it has been established that the causative organisms are harmless, the damage that a greening epidemic can do to the salability of a firm's products is more serious.

The keeping quality or shelf-life of meat products is determined mainly by two sets of conditions:

1. Those that prevail when the products are made.
2. The conditions under which they are sold.

The meat processor usually has little control over the abuse that his products must withstand in the markets and this makes it all the more imperative that he maintain the conditions under which his products are made in such a way as to keep the bacterial populations at a minimum. For the most part this is accomplished in three ways:

1. By adequate refrigeration.
2. By adequate cooking temperatures.
3. By adequate sanitation.

Most instances of product trouble can be traced to laxity in plant sanitation.

As you well know, the list of cleaners, sanitizers, disinfectants, etc., is almost endless, to say nothing of the varieties of cleaning equipment. I am in no position to recommend or condemn any cleaning aid. I would suggest, however, that one way of insuring good plant sanitation is to retain the services of a commercial laboratory in a consulting capacity. Such an arrangement will make it possible to have your present sanitation procedures evaluated objectively and, of equal importance, prevents shut-downs by surprise inspections once or twice a year.

I have tried to demonstrate that a workable quality control program is within the budget and capabilities of any meat processor. While it is no cure-all for the processing problems that confront the sausage maker, a program along these lines can do much to insure a good operation.

Extra-legal products usually harm only the individual processors, whereas substandard products hurt both the processor and the entire industry.

A little effort along the lines suggested can be of considerable help in the production of meat products that will permit a reasonable profit and be a credit to your firm and to the sausage manufacturing industry.

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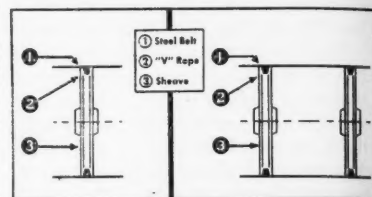
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**NEW "TRU-TRACK"™ STEEL
BELT CONVEYOR REDUCES
COST—ASSURES POSITIVE
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A new type of conveyor developed for the meat industry by Sandvik Steel Belt Conveyors Division of Sandvik Steel, Inc., eliminates conventional pulleys and assures positive belt alignment at all times.

**USES V-ROPE & SHEAVES
INSTEAD OF PULLEYS**

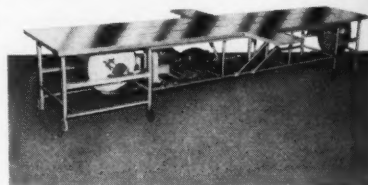
Known as the Sandvik "Tru-Track" conveyor, the unit employs standard V-rope sheaves instead of the more costly, crowned pulleys. Single or multiple strands of V-rope are firmly bonded to the entire length of the underside of the solid steel belt. This arrangement maintains positive tracking at all times and simultaneously provides the required means of traction for the belt drive.



Schematic drawing of "Tru-Track" design principle.

**PERMITS MINIMUM CLEARANCE
BETWEEN STEEL BELT AND
STATIONARY TABLE**

In addition to reducing the initial conveyor cost, Sandvik's "Tru-Track" arrangement offers several operational advantages for the meat industry. Among these is the fact that the steel belt can operate as close as is desired to the stationary portion of a work table.



Movable Sandvik "Tru-Track" unit presently in operation at Ottman & Co., N. Y., N. Y. Belt and entire work surface are stainless steel.

**ESPECIALLY ADVANTAGEOUS
IN MOVABLE UNITS**

Furthermore, the leveling of the conveyor before operation is no longer an important consideration. The V-rope and sheaves constantly guide the belt in its proper course whether the unit is level or not. This advantage is of extra benefit in work tables or other conveying units which are moved from one operating location to another.

For further information send for new, Sandvik "Tru-Track" bulletin or contact SANDVIK STEEL BELT CONVEYORS, 1702 Nevins Road, Fair Lawn, N. J. Branch Offices: Chicago • Los Angeles.

*Patents Applied For



You can get low-cost assurance that your moist food products will reach the consumer as fresh as the day they were packed, merely by wrapping them in West Carrollton Genuine Vegetable Parchment.

Wrappings of this famous parchment stay **STRONG**—wet or dry. They are **ODORLESS**, **GREASE-RESISTANT** and **INSOLUBLE**, too. There are no resins in vegetable parchment to impart an off-flavor.

There are complete facilities right in our own plant for supplying wrappers printed in special inks in a full range of colors. Write for complete details.

BUTTER WRAPPERS	LINERS FOR MEAT TINS	FISH FILLET WRAPPERS & INSERTS	BAKERY PAN LINERS
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MILK & ICE CREAM CAN TOPS	TRI-WRAP FOR SMOKED MEATS	CHEESE WRAPPERS	PARCHMENTIZED KRAFT PLAIN OR PEBBLED
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GENUINE VEGETABLE
Parchment**

WSMPA Sausage Session

From Red to Black Via Quality Product and Ingenious Promotional Ideas



"How we did it," is reported by J. HARTMEYER

BACK in 1935 I had the pleasure, along with my associate and president of my firm, John Marhoefer, of going to a major Chicago sausage house. At the time that we started in this operation, the company was getting about as much green sausage in the back door as it shipped red sausage out the front. The people that owned this plant had taken serious losses in the previous years and they had given consideration to selling the plant.

We knew full well that the first job we had to do was to make sausage on the proper basis, sausage that would hold up in the dealer's counter, sausage that had eye appeal and that was acceptable to Mrs. Housewife, so we could develop repeat business.

We are all aware that the first step in stopping sausage greening is to cook to 155° F. internal.

Every part of the plant was scoured and sterilized to eliminate all possible bacteria and everything that could possibly cause green sausage.

When this was completed we started to work on the premise that we should never let anybody else pay for our mistakes; if we made a product that wasn't satisfactory, we sold it as such and didn't let it get out so that it came back to us later on in such a form that Mrs. Housewife wouldn't buy our product. We never let anybody else pay for our mistakes.

We cut down the line and took out some of the unprofitable products. We made a top grade line of products that was second to none and we believe it was the finest on the American market. We used the best materials and we got the price!

When you are not making much sausage and you are losing a lot of money, it takes a lot of guts to make the best kind of sausage and go out and ask the price. At this juncture I want to mention that we set a policy to which we still hold true today. This policy was to manufacture a sausage "for every purse and for every purpose." We set up the finest and the highest type line of product on the market. However, we realized fully that we had to do something to bring quick and immediate volume, so we manufactured a competitive line of sausage; by doing so we manufactured and sold a sausage for every purse and every purpose.

In 1935 the tonnage of this particular sausage factory had dropped to a low of 25,000 lbs. a week, but by the end of the year output had been developed to 100,000 lbs. per week. There were many angles in the development of this sausage business and its manufacture under the expert guidance of my associate was no doubt the most important factor. We completely eliminated the green sausage. We started to eliminate the two- to four-day cure for sausage meat and cured the meat in the chopper; this is a common and an effective practice throughout the industry today. We set up controlled smokehouses and watched them. We set up controls on our cookers. We made certain that we had controlled the temperature in all processing.

While our No. 1 line was made from the finest materials available, the truly great success of this operation lay in the fact that we were in a position to use available lower cost material in an outstanding competitive line of sausage. I might mention that during the trying first year, we used considerable quantities of ox lips. They could be purchased at that time for approximately ½ to 1c over the actual tank cost to the packer. My associate made tremendous strides in the use of ox lips and, while his product was satisfactory, he was still confronted with the papillae of the ox lips. To him, of course, this was definitely undesirable.

I must mention at this time this problem, the papillae in the ox lips has been almost eliminated through the use of a new sausage mill that was brought to this country a few years ago by my associate and which is called a colloid mill. It is an emulsifier that will break product down to .002-in. size and the papillae which once caused problems for the sausage maker are completely eliminated.

Most important is the fact that whereas we formerly had to use scalded ox lips with poor binding qualities, we now can use unscalded ox lips with much better binding quality.

In a period of seven years, a business which started from a low of 25,000 lbs. with 125 employes handling the sausage and smoked meats, was built to a tonnage of 500,000 lbs. per week and 1,700 employes. This company today is one of the great sausage operators and pork packers in the United States. It has a fine reputation and has had tremendous success.

It is our opinion that every aggressive sausage manufacturing concern should be alert at all times to new developments in the field. It is as important today as it was 20 and 30 years ago. I don't know anything any better for you folks out here than working tooth and nail with your association, working with the suppliers and doing a little study on your own to keep abreast of what is going on all over the country.

Some of the important new developments in the past 20 years, which came into being with the company that I discussed, include the controlled smokehouse and controlled cooking tanks. The linking machine was truly important and, of course, the peeling machines and the tandem stuffer. Just a week ago in Muncie we brought in from Germany a new silent cutter that is unbelievable. It handles about 900 lbs. of product as a batch. It chops out in 4½ to 5 minutes. We now have the MIB in our Muncie plant to get approval for its operation in this country. What does that big chopper do for us in the sausage business? We can eliminate three employes immediately by chopping out in 5 minutes the product that would normally take 12 minutes.

I think we in the sausage sales field are all at fault in disregarding costs. That is one of the reasons why we are not making the money we should in this business of

ours. What is cost? How are costs determined? I am certain that all of you realize that not all sausage makers can figure costs. You would be surprised to know how many sausage makers do not know what they are doing cost-wise; this presents a serious problem in the sausage industry. Proper costs are most important and, while it is easy to take 100 lbs. of beef at a price, and 100 lbs. of pork at a price, with a yield of 10 or 15 per cent, and come up with a figure, the sausage maker does not take into consideration the actual labor, the overhead and all of those costs in our business.

We had better study costs and we had better make sure that our costs are accurate and incorporate every expense. Without proper costs, it is impossible for the sales department to set proper selling prices, delivery, sales and administrative charges.

Another item of great importance is spices. Whether you use natural spices, synthetics or oils, the proper blending of spices is designed to give your customers the flavor they desire. When we have determined the correct spice formula for our key trade, we have always found it advisable to eliminate the risk of mistakes by prepackaging the spices for given lot.

You might be the world's greatest sausage maker; but what good is your sausage if it can't be sold? How are we going to create the necessary consumer desire for this sausage?

What did we do? At this point I take you back to 1935. Visualize a company that had lost a lot of money and didn't want to spend any money for advertising, we had to rely pretty much on close dealer cooperation. Back in those days there were retail groups and we put on big demonstrations and parties. We tried to steal the show wherever we could. We staged all the store demonstrations that we could possibly arrange. I talked to my associate one day and said, "You know, we ought to come out with the largest sausage in the world." He said, "Oh, that's easy." So I said, "Well, let's try it."

One Monday morning I walked into my office and on my desk was a great big piece of sausage—it stuck out over each end of the desk. I saw him peeking around the corner, and a few of the other boys were there, and I said, "What the hell have you got here? Get this out of here. Don't bother me." I said, "I thought this fellow was going to make a big sausage."

I broke his heart. This associate of mine went back



PACKERS, cattlemen and representatives of the Visking Company enjoy a quiet conversation in the firm's hospitality headquarters.

into the plant. We had some old smokehouses there that we used for drying summer sausage. He took out two floors, and he really produced the largest sausage ever made in the world. He achieved the necessary temperature, he used his controls, and he got the flavor just right. The sausage was 26 feet long. It was phenomenal. It was the greatest thing that ever happened in the sausage business.

What did we do? We picked out the biggest orphanage in the United States and had all its officials and the officials of our company there, as well as the local newspapers taking pictures as we presented the world's largest sausage to the orphanage. We gained nationwide publicity because the story was carried by the Associated Press. That was advertising that we got for nothing because we couldn't afford it any other way.

In 1938 we got the idea of coming out with a German band. We dressed the bandmen up in German attire and we had that band present at big store demonstrations and at anything else that was going on in the area. In fact, when we opened up one little store in Chicago we stopped the traffic and the police ordered us off the streets. However, when they did that, there were stories in the newspapers with pictures of our band. That was advertising that we couldn't buy!

In that same year Charlie Grimm was manager of the Chicago Cubs. When the Cubs left from the Northwestern station to train at Catalina Island, we brought the German band down to see them off. There were 10,000 people down there and Grimm took the hat off our band leader and he led this German band. All the



THE AUDIENCE enjoys a joke told by John Hartmeyer of the Marhoefer Packing Co., Muncie, Ind., at the pork and provisions meeting. This was the first time the pork-provisions group of WSMFA has held a meeting at a convention.

A NEW CAN-PAC SYSTEM

FOR SMALL PACKERS BY GLOBE



KEY TO OPERATORS

1. Drive, pen and knock cattle
2. Shackle and help knock
3. Stick and scalp
4. Tag and cut off heads, dehorn and flush
5. Skin and break right leg, butt, transfer and remove shackle
6. Skin and break left leg, butt, and insert second trolley
7. Skin and remove front feet, clean weasand, open brisket
8. Rim over, clear and skin shanks, neck and chucks, saw briskets
9. Rump, pull tails and drop bungs
10. Skin flanks, split aitch bone, clear rosettes and pull hide
11. Pull tells, back and drop hide in chute
12. Eviscerate
13. Remove viscera from inspection table
14. Splitting
15. Bruise trimmer
16. Washing
17. Scale, grade and scribe
18. Shrouding
19. Help shroud and place in cooler
20. Trucking and janitor

- ★ Takes up less space
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- ★ Produces 15 to 40 cattle per hour

At last it is possible for the smaller packer to get the advantages of a completely conveyORIZED Can-Pac killing floor operation at a greatly reduced cost over the larger capacity layout of the regular Can-Pac method. By combining jobs on the killing floor, up to 40 cattle can be dressed per hour with only 20 men.* Floor requirements, depending on the shape of the available space, can NOW be as low as 1500 sq. ft. in area. This makes it entirely possible to install a floor of this type in an already existing 2 or 3 bed floor. Thus expensive, time consuming building alterations are avoided and an economical, efficient Can-Pac installation can be arranged.

*This does not include viscera or head work-up.

Ask Globe today for more details on this new, compact system for cattle killing.



Here is a new, low cost Can-Pac hydraulic hide puller for capacities up to 40 cattle per hour. Remember — nothing approaches the efficiency of a mechanical hide puller.



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Representatives for South America: C. E. Halaby & Co. Ltd., 116 East 66th St., New York 1, N.Y., U.S.A.

newspapers carried the story and it was pretty cheap advertising.

All of us have to do something a little bit different in our merchandising if we are going to get a little bit more for our product than somebody else. Of course, we had store demonstrations, we had ballcons and all the familiar things that you people do out here on the West Coast. The big angle in our advertising was the appearance of the German band.

In going from a loss in 1934 to a profit in 1935, we had a little bit more money. We set a little different policy and agreed to take a definite percentage of our profits to spend on advertising. Most of the money, in those days, was spent on newspaper advertising and merchandising at store level.

Our sales policy was based on two distinct types of selling: (1) we had a fleet of some 70 peddler trucks to service all the small accounts, and (2) we had full-line foot salesmen to handle the large accounts. We realized full well the cost of peddler truck selling compared with that of full-line selling and at all times we pointed out the unit stop cost principle to our salesmen.

I wonder how many of you figure the unit stop cost principle in your business today.

With accurate costs we set a differential between our sales price from the service trucks and for the larger accounts. We gave our salesmen a full knowledge of our products. There were no secrets; we told them the way the product was made and took them to the sausage kitchen. We made certain that every salesman in the organization was thoroughly sold on his company as well as every product that he carried. We held great sales meetings. I might mention that in 1937 we put on the first men's style show ever held in the United States. Kuppenheimer was happy to cooperate with us in the style show at the Bismarck Hotel and we gave coats and suits away to some of our big trade. We tied them into our merchandising program.

Shortly after that we held another sales meeting. We dressed my associate up in Cub manager Gabby Hartnett's No. 1 suit and at the height of the sausage rally he dashed out in this baseball getup—the world's greatest sausage maker—that's the way we built him up.



SCORES of ladies turned out for the convention fashion show.



LOUIS HAGEMAN (center), vice president and general manager of Luer Packing Co., makes the first talk at the accounting session. He is flanked by Norman Brammell (left) of Food Management, Inc., and committee chairman Ellis T. McClure, Cuyamaca Meats.



PARTICIPANTS crowd close to hear what the speakers have to say at the meeting of western states regulatory veterinarians.

I happen to be a personal friend of the old Galloping Ghost, Red Grange. To Red I said, "I want to get your original No. 77 suit." We dressed my associate up in that football suit and we had him dash out with a football at a sales meeting. What do you think that did to those salesmen!

That's the way we had to sell sausage back in the '30's and that's the way we built up that business. That's the way you have to do it today—with the old spirit, the drive and the desire.

In our campaigns we threw incentives at our salesmen in the form of dollars or merchandise. The entire organization was tied in on those campaigns. Aside from the sales department, and aside from the office, we even had big plant parties which every employee attended. We had some of the big shots in Chicago, such as the Mayor and other leading people, and we put on a little meal. We told all the employees about the sausage campaigns that we were planning and told them to tell their friends, neighbors, relatives and everyone else. That's the way we tied in our employees.

These points may be summed up as follows:

1. Don't expect anyone to pay for your mistakes; don't try to get by with a product if you do something wrong. Sell it for what it is.
2. Uniformity in quality is a prerequisite for success in any sausage business.
3. The product that you make out here must be made in line with the desires of the people in your community.
4. Always remember that sausage is the only mystery item that the packer has to sell. It is a mystery item that can be a controversial issue.
5. Keep in mind that success is to make money. Keep your costs in line at all times.

WSMPA Hide Session

If Standards for Hides Fail to Reflect Value, Then Economics Should Prevail



Concludes National Hide Association's L. R. LYON

THE title "Standards or Economics" was selected to point out the era of change we are entering, an era in which rigid standards show evidence of giving way to flexible rules of economics. Put in its simplest terms, the problem is this: Shall "sale," "takeup" and "delivery" standards govern the practices of the hide industry, or shall the economics of the industry—the profit dollar—be the deciding factor in the type of hides we produce and the prices at which we sell them.

The views I shall express here are my own and those of my firm. I am not speaking for the National Hide Association unless I specifically so state. Many of the problems involved in this discussion have not been directly the subject of action by the association.

It would seem obvious that hide "delivery," "sale" and "takeup" standards must have their origins in economically sound propositions. Unfortunately, over the period of the last 15 years there has been a great deal of confusion and criticism of existing hide standards, and a substantial movement to impose a new set of standards. I say impose because standards have never received sufficiently broad acceptance in the small packer classification so that they might be considered anything but imposed by one group on another.

There are three general areas in which standards apply. One of these areas is applicable to hide offerings. Standards of this type have been very carefully explored by the tanners and a release covering this subject is expected from them momentarily. Such standards are quite simple and well-known to most of us. They require that when hides are sold, specifications as to the weight range covered, the average weight, the substance of the hide, the trim of the hide, brand and No. 2 percentages, grub percentages, etc., should either be clearly specified, or the absence of these specifications noted in the sale contract. This type of standard is of obvious value to the industry since it prevents misunderstanding between the buyer and the seller as to the type of merchandise offered.

The second group of standards relates to the practices of the receiver in selecting the hides for delivery to the tanner. They cover such factors as what constitutes a No. 1 hide, what constitutes a No. 2 hide, what constitutes grain damage, warts, brands, grubby hides, etc.

The third type of standard has to do with allowances made to the buyer, and representations by the shipper as to shrinkage, salt, manure, etc. In the past, standards have gone into the area of dollar and cent allowances to be made the buyer for various defects such as cuts, scores, brands, warts, grubs, etc. Similarly, allowances for tare have been spelled out in terms of percentages.

The first set of standards (that concerning the description of the hide to the buyer) has generally not been open to question by any group within the industry since we all agree that we want to tell the buyer what he is buying. The other two sets of standards have been subject to criticism and have been clarified from time to time, but never to the satisfaction of all industry segments.

The purposes of hide standards are three-fold: 1) to secure a basis for trading and pricing of merchandise; 2) to set up a series of allowances to be made the buyer in case the delivery does not conform entirely to the contract, and 3) to place some onus on the production of a poor quality hide in order that the shipper presumably will produce a better quality hide.

Since we are pretty well agreed that the first type of standard—that dealing with the contract specifications—is fairly satisfactory, let us eliminate this type of standard from our consideration.

In discussing takeup and delivery standards, it seems painfully obvious that the aim of standards is not being fulfilled, and has not been fulfilled for many years. What I say now will be the subject of criticism by certain factors in the industry, and I again want to point out that I speak only for myself.

In the first place, one of the main aims of standards—that of securing a better quality hide—certainly is not being fulfilled by standards as they exist now. Hide quality has varied over the past 15 years. In general, the trend has been down, but changes in standards have never affected hide quality for long, and never will. Standards can control only what the receiver can see when he looks at the hide at the packer's plant. They cannot reveal grain damage not visible to the naked eye, even though that grain damage may have been caused by improper cure. Inspection in the packer's plant can never reveal the depth of scores in the hide, unless the score is so deep that the hide is classed a No. 2. The unfortunate fact is that a car of hides containing 50 per cent No. 2's may turn out to be a much better car of hides for the tanner than a car containing only 10 per cent No. 2's. Most tanners agree that holes are not nearly so detrimental as fairly deep scores, light scores, grain damage, etc.

Takeup standards are based on the elimination of No. 2 hides, when, in fact, the elimination of No. 2 hides does not necessarily make the car of merchandise any more valuable to the tanner and shoe manufacturer. For the same reasons, the takeup and delivery practices that now exist do not provide a proper basis for pricing hides to the tanner, and the guarantee by the producer that a car of hides will contain less than a certain per cent of No. 2's, does not necessarily establish the value of the car of hides.

The reason the industry has been saddled with this peculiar standard for so long is that nothing any better has ever been devised for takeup at the packer's plant, and it seems highly doubtful that anything much better will be devised in the foreseeable future. What we have, gentlemen, is outmoded. Basically hide standards are supposed to tell the buyer what kind of a car of hides he is getting, and this they do not do.

The whole picture is further complicated, or perhaps simplified in the long run, by the emergence within the last few years of entirely new methods of handling hides. For example, the same set of delivery standards obviously does not apply to hides cured by the brine-cure method,

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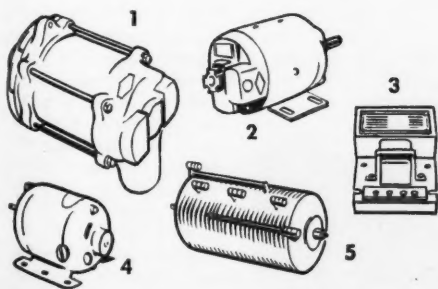
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in which the hides are kept in motion in a vat of brine, as would apply to dry-pack methods. Similarly, a whole new field is opened up when the hides are fleshed first and then cured, either in dry salt packs, or by a brining operation. How many times I've had a packer say to me: "Why is it that I can't get as much for my hides as Joe Doakes down the street gets for his, when he never runs any lower percentage of No. 2's than I do?" The answer to the question lies inside the tannery.

In fact, until the hair is off the hide and certain basic tanning processes, including fleshing and preliminary tanning, have been completed . . . until the hide is in a state called "the blue" . . . even the tanner does not know what he has bought. How are we, delivering hides from our hide cellars, supposed to know the proper value of the hide when even the tanner cannot tell us until the hide is partially processed?

At this point standards break down in the face of hard economic facts, and it is to these economic facts that we must look for a better system. In this next sentence then, I speak for the National Hide Association and for a number of progressive tanners and dealers. *In order to price our hides properly, and to secure the benefit of improved takeoff and curing methods, tanners must furnish us with an accurate picture of our hides by submitting to us for each car of hides shipped a blue sample report covering those factors of our hides over which we have some control.* This type of report would, in the long run, make the problem of standards a much less pressing one, both for the shipper and for the buyer.

To illustrate, let's assume that you and I are partners in a packinghouse operation. In selling our hides, we notice that the same tanner does not buy the hides twice, or if he does that he is bidding them below market. Suppose we were able to secure from the next tanner to whom we ship a car of hides, a report representing his inspection of a 25-hide sample, drawn at random from our car and submitted to us on the basis of a blue inspection. At that point, the tanner can tell us how many hides of that 25 showed grain damage due to improper cure, or grain damage due to salt stain. On the flesh side, he could tell us the number of hides that were lightly scored and the number of hides that were deeply scored.

On the basis of this report, we could go into our hide house and, at no cost at all to ourselves, eliminate any grain damage or salt stain that was showing up in the sample, simply through investigation of our plant until we arrived at the source of difficulty.

Insofar as the flesh side damage reported is concerned, we would probably call the tanner, or our broker, and ask him what he would pay us for a car of hides showing a substantial improvement in takeoff. After the tanner

quoted us the additional price that our hide would be worth to him in an improved flesh condition, we could then make up our own minds how far we could go in correcting our killing floor operations to produce a hide showing better takeoff.

In other words, the economics of the situation would govern our actions. If we were already producing a good hide, we might find it uneconomical to attempt to produce one that was still better, even though we might secure somewhat more money for it. On the other hand, if our hide at this time was so poor that we were having difficulty selling it at all, or it was being discounted very severely, we might find that at some small extra expense we could produce a better hide and come out with a net profit on the operation. Whatever our decision, it would be made on the basis of actual knowledge of what we would secure profit-wise.

When we offered our next car of hides, we would again have a discussion with the tanner or the broker, but this time we would be able to tell him exactly what our last car of hides had shown in the blue inspection. On this basis, the tanner could intelligently make up his mind as to the value of our hides, and he would again send us (or our broker who would forward it to us) an inspection report on the car.

Over a period of six months or so, we would build up a very complete historical picture of our hides. We would have a sound basis for judging the value of further improvements in the hides, and we would be able to offer the hides to the tanner or broker on the basis of real knowledge, rather than guess-work. In short, the economics of the situation would eventually enable us to produce the type of hide we can sell at greatest profit to ourselves.

There are several problems involved in this procedure. First, you may well ask, Will the tanner cooperate? For years we have been listening to tanners tell us that they had to have a quality hide. If the tanner really wants a quality hide, he will cooperate, because this procedure is the only one that will improve quality to the economic ultimate. In fact, a number of progressive tanners already have inspection systems that would enable them to make this information available to shippers. Some of them are now making reports to brokers and shippers upon request.

Second, will we be able to get honest reports from tanners, or will the tanner be afraid that if he gives us an accurate appraisal, he will have to pay more for the hides? If the tanner divulges this information, will he end up losing our hides to some other tanner? Similarly, if brokers pass the information back to the packers, will the packer find it easier to sell his hides through any broker? Unquestionably, these things will happen to some degree,



R. B. MORTIMER, president of the National Renderers Association, tells WSMFA members about his USDA trade mission to Japan and Korea in the interest of improving the markets there for U.S. tallow and grease. At Mortimer's right are O. L. Brown, chairman of the WSMFA hide committee, and Joseph Babka, chairman of the tallow and grease committee.

but with as many hides as we are producing in this country today, no tanner need fear greatly for his source of supply. In short, he has little to lose and much to gain in terms of better quality hides.

Third, we shippers may say, if we are not now producing too good a hide, at least we are getting by with it and securing a fairly decent price. Won't this inspection method simply point out the defects of our hides to tanners who may not already know them? Well, if you have found a tanner now who doesn't really know what he is getting, don't worry about it. He won't be around long.

How about the time element? How long will it take to get these reports back? If the tanner will immediately soak a representative 25-hide sample, you can have a report back within a few days after arrival of the car at the tannery even though the balance of the car may not be used for many weeks.

In support of this new quality program, the National Hide Association has printed a "quality report" postcard to be mailed to the tanner, with invoices covering each car of hides sold. After completing the report, the tanner will affix a stamp to the card and mail it back to the shipper or his representative. These cards are available without charge from the National Hide Association.

If you are selling your hides green to a dealer, then this card will be used by the dealer in securing a report on the hides he is delivering and these reports should be made available for your inspection and guidance. Of course, this system does not supplant the need for takeup standards based on agreed conditions. We do hope, however, that when this system becomes general, we may be able to eliminate certain practices which slow down deliveries and require additional man-hour expenditures. Perhaps we can modify unrealistic discount systems.

Not long ago the NHA took up the problem of new standards. This proposition has been shelved by us, at least for the time being. The many innovations in cure, trim, fleshing, etc., promise a new age of progress and economy that is long overdue. Moreover, economically feasible quality improvements will help leather's position in the competitive battle against synthetics for the consumer dollar. The future holds the distinct possibility that long and wasteful takeup practices, as we know them, may someday be replaced by modern high-speed methods.

I am firmly convinced that the system suggested here will give the tanner what he wants—a better hide at a fair price, and the producer what he wants—a salable hide at the greatest profit that he can realize.



WSMPA exhibit hall demonstration of a new film sheeter produced by Great Lakes Stamp & Manufacturing Co. of Chicago.

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WSMPA Pork - Provisions

Recognize and Price Meat-Type and Other Hogs According to Their Worth



Advises Griffith Laboratories' HUGH BROM

THIS subject is indeed an important one as the results in the pork section of our industry have been generally unsatisfactory in recent years. All have been concerned with the various segments of the business but have not effected a satisfactory answer to the problem.

Since most meat is sold through the medium of self-service at the retail level, meat must sell itself. It must have a minimum of inner and outer fat and must be lean to be accepted by the consumer. Therefore, it appears there is only one way to solve the problem and that is for all concerned in the industry to put greater emphasis and much more effort in producing lean meat type hogs on a national scale.

Our Canadian neighbors have done a grand job in this respect and solved this problem as far back as ten or 12

termine the spread per cwt. on the values of the meat type vs. the lard type. In the past, yields and weights have been given fairly consistent consideration by the buyers. Now it is imperative that we recognize the various grades for what they are worth and price each on its specific merits.

The producer who produces meat type hogs, which are worth considerably more than fat hogs, can hardly be expected to continue to raise lean type hogs unless he gets a higher realization for them at the market. Also, and this is most important, it is very serious to pay too much for fat type hogs. This is costly. It rewards the inefficient producer and encourages the production of the very hogs which have been responsible for loss of acceptance of pork in the eyes of the American consumer.



PHOTO 1: Meat-type gilt: smooth, trim and well-muscled.

years ago. In Canada, all hogs are bought on a grade and yield basis. They are individually graded on the killing floor by a government grader. After slaughter and grading, the producer is paid for the hogs on a grade and yield basis. There is no doubt that the Canadian way of marketing has been instrumental in that most of the hogs produced in Canada are of the lean meat type.

The right kind of meat type hog will produce more than 50 per cent weight of the four most popular cuts, which are hams, loins, bellies and shoulders. It is estimated that only about 15 per cent of the market supply of hogs in this country will qualify as a desirable meat type hog. This indicates that we in the United States have a long way to go.

Here is where the sharpest kind of live hog buying comes into the picture. At all times stressing the need for meat type hogs, a *live hog evaluation system* should be adopted, the same as has been in use for many years to evaluate live beef animals. We also suggest that hogs be graded on the killing floor and a grading report be made of each lot. This report can be very useful to all concerned to determine how well the hogs were bought and it also will be an indication of the lean hog trend.

Accurate hog tests are of great value. They will de-



PHOTO 3: Over-finished barrow. He is sloppy and soft.

Nine photos obtained from Bernard W. Ebbing of The Rath Packing Co., will illustrate the importance of meat type hogs. The two hogs shown in the photos, for comparison, came from the same farm and ran to the same self feeder. They were five and one-half months old and both weighed 200 lbs. alive. The two hogs were selected from a load of 40 in which there possibly were even wider differences. The purpose of these pictures is to show the difference in muscling in hogs and the amount of fat the hogs have and where it is located.

Photo 1 shows a meat type gilt. Note her trimness of jaw, her smoothness and firmness of shoulders. She is well muscled along the loin edge. She has a deep plump ham that is hooked up well forward and she has trimness and firmness of the middle. She is no perfect individual. She has too much length of leg and is a little long in her neck. This hog was 29.5 in. long in the cooler and had 1½ in. of back fat.

Photo 2 shows a rear view of the gilt. Note the turn over her top. She carries her thickness down through her hams which shows muscling. Note the firm appearance

of this gilt in the cushion of the ham. Her legs are out on the corner where they belong.

The barrow in Photo 3 was 28.25 in. long and had 2.1 in. of back fat. He was 1.25 in. shorter than the meaty gilt we just saw and he has .6 in. more back fat. Remember, he weighed the same as the gilt, was the same age, and received the same feed. He is typical of the over-finished hog that lacks muscling. He is sloppy about his jowl, soft and wrinkled through the lower shoulder and sloppy about middle, creased along his side. Notice the creasing in his lower ham which indicates over-finish.

Photo 4 gives the rear view of this barrow, showing his flatness of top. You will also see that the thickest part of this hog is on top and that he tends to get narrower down toward the cushion of his ham. This wedge appearance, wide and flat on top and narrow at the bottom, is typical of this type hog.

Carcasses of both animals are shown in Photo 5. The two hogs were put through the dehairing machine; a gland inspection was made in the throat. In the flank between the hams a 5-in. incision was made and the viscera removed. The carcasses were washed out completely. The meat type gilt is on the left and the fat hog on the right. I believe you can see that the meat hog is a little long in the shank and is a little longer in the neck. The meat hog was 29.5 in. long, while the fat one was 28.25 in. long. This measurement is from the first rib to the aitch bone. The meat hog has 1.5 in. of back fat compared to 2.1 in. on the fat hog. Photo 6 gives a good idea of the differences in



PHOTO 2 left. PHOTO 4 above.

these two hogs. The meaty hog on the left has more length and carries its width quite uniformly. You can see down over the side of this meat hog. The fat hog is typical of this kind of hog. His widest spot is in the center of his back. He tends to be narrower through the shoulder



PHOTO 5: Meat type gilt is on left; fat hog is at the right.



PHOTO 6: Meat type hog on the left is more lengthy than fat.

and ham area when hung on the rail. Note his flat top appearance. These hogs were chilled to 35° overnight. Then they were stuffed with wax paper and their legs were put back in the normal live position. They had a normal arch of back. These two hogs were frozen in a freezer over the weekend. Then, three 2-in. cross sections



PHOTO 7: Cross section at the shoulder; meaty hog on left.

were taken off these two hogs, one just behind the front legs, one at the tenth rib and the other just in front of the hind legs. The sections show muscling and fat cover.

Shoulder cross-sections are shown in Photo 7. Three ribs have been exposed in the body cavity. The meat hog on the left has a ratio of 1 sq. in. of fat to every 4.7 sq. in. of muscling. The fat hog has 1 sq. in. of fat to every 2.9 sq. in. of muscling. Note the amount of fat within the muscles on the hog at the right. It is pretty hard for a processor to make a top-notch picnic out of this hog.

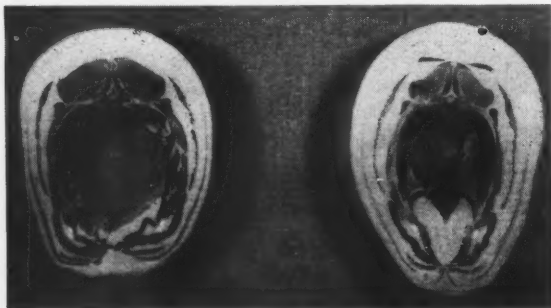


PHOTO 8: Cross section of two types at the tenth rib.

Photo 8 shows the cross-section at the tenth rib. The area of the loin muscle in the meat hog on the left is 3.53 sq. in. and fat one is 2.15 sq. in. It is pretty hard to move in self-service meat counters pork chops like the ones that come from the hog on the right. Notice the difference in the muscling in the bellies. I don't believe anyone would have a hard time making up his mind which hog he would prefer bacon from. You also will note a difference in the amount of leaf or abdominal fat in these two hogs. The meat hog has more room for a digestive system.

The cross-section shown in Photo 9 is just in front of the hind leg of the hog, as he would be standing in his normal position alive. The meat hog has a ratio of 1 sq. in. of fat to every 3.8 sq. in. of muscling. The fat

hog has a ratio of 1 sq. in. of fat to every 2.4 sq. in. of muscling. If you were buying center cut slices of ham in a self-service store, is there any question which kind you would choose? Note the difference in crotch fat.

At this point, I would like to touch briefly on slaughtering. Excessive labor costs in this department are quite common, and when this condition exists, it can affect profit considerably. Most of the difficulties encountered

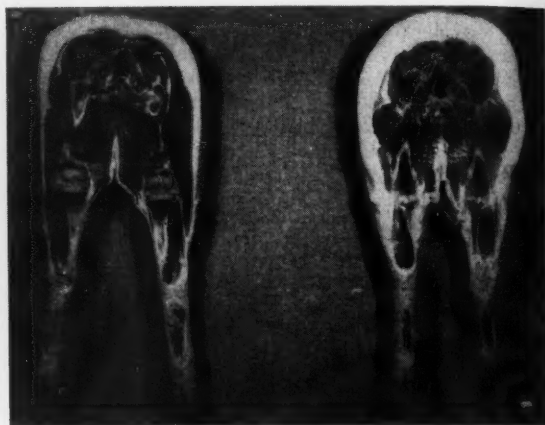


PHOTO 9: Cross section of two types in front of hind leg.

are due to inadequate equipment. The key to an efficient, smooth running killing floor is in the scalding tub, which should be of sufficient size to permit scalding from 8 to 10 min. at a temperature of approximately 136°. Efficiency in this department depends almost entirely on how clean the hogs come out of the dehairing machine.

Another place to check for possible loss is in the chill coolers, where excessive shrinkage may prevail. Chilling shrink of over 2 per cent is considered excessive and can be corrected by adequate humidity and temperature controls. For best results, hogs should be chilled to an internal temperature of 38° at time of cutting.

In conclusion, but not of least importance, losses in the pork cutting department can be tremendous. In our experience we have found that excessive scoring of the various cuts is the most common cause of greatest loss of yields. We have seen instances where losses due to excessive scoring ran as high as \$4.75 per hog, which was due to too much speed and carelessness.

Now that the new specifications for pork cuts have been tightened to carry less fat covering, the butcher should be given adequate time to trim the various cuts in a proper manner and with the least amount of scores possible. Each score is a loss which can't be regained.

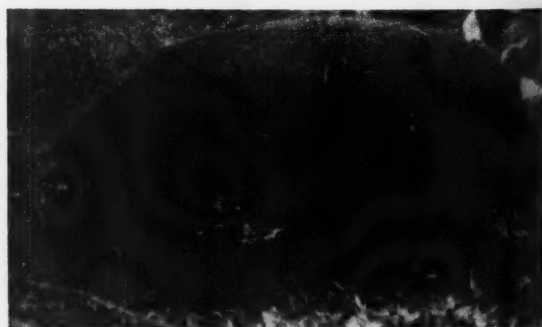


PHOTO 10: Good type of ham. Note length and depth of ham.

WSMPA Pork-Provisions Session

Fresh-Frozen, Packaged Pork Holds Hope for Puzzled Pork Packers

HOOSIER John Hartmeyer of Marhoefer Packing Co. of Muncie tells western processors of his company's experience in launching a radical new line.

IN 1921 I had the pleasure of working for a little packer up in Wisconsin. The company was killing 500 hogs and 50 cattle a week and, at peak production, put out 1,000 lbs. of sausage a week. I remember distinctly how product, except that for export, was delivered—on open trucks and covered only by tarpaulins. Sometimes the product would be on the road in 100° temperatures at 3 or 4 p. m., and we would take those green hams or the pork loins and turn them over and take the water out of them.

The sales manager used to tell me they never knew what claims were and they didn't know what the losses were. What a difference in 1957 when product has to be under refrigeration, and if the boxes are a little wet the retailers complain.

This packer in 1921 had only three packages. The plant was opened on an export order and its first packages were 600-lb. solid wooden boxes. All the pork and beef cuts and everything else, which weighed less than 150 lbs., were delivered in wooden baskets, and we had a few wire baskets. If the buyer was a big customer, who bought 150 lbs. or more, a slack barrel was used, and if the customer ordered three pork loins and four Boston butts and two hams, they were all packed in that slack barrel.

Just think of it! In that packinghouse, three packages were used in 1921: the baskets, the slack barrel and that great big 600-lb. box.

I called one of the officials of this plant, recently and asked if he had any record of how many boxes are used there today. He said "It is a little better than 2,000 boxes." In 36 years, the packages used by the pork and beef and sausage business have increased from three to more than 2,000 different kinds.

The meat industry is highly competitive, and it's a known fact, when our profits are, let's say, less than 1 per cent over a period of 10 years, and our big brothers in the steel business are making more than 6 per cent, that we are not getting a good return.

Just a few weeks ago one of our big retailers in Indiana came to me with a packaging problem of just how he wanted us to package some of his offal items. The neck bones and spares were put up in 30-lb. boxes. That wasn't satisfactory. He wanted us to deliver those items to his stores three or four times a week, and he wanted them packaged in 12-lb. boxes. He also wanted kidneys livers, hearts etc., put in 6-lb. boxes. He prefaced all his remarks by saying, "I know that this is going to cost maybe 2c or 3c a pound to do. Of course you know we will be happy to pay for it."

I said, "That's wonderful. If you want to buy all this product from us and you want it in 6-lb. boxes, and 12-lb. boxes, and you are going to pay for it, we can't turn it down because, if we turn it down, our competitors will take it up and we won't have any business."

What a fallacy! That's how that packer got from three

packages in 1921 to better than 2,000 packages in 1957. That was the theory and the thinking that threw us into this highly competitive business. We didn't have the guts to turn to that man and say, "It's not necessary to put kidneys and hearts in 6-lb. boxes and neckbones and spares in 12-lb. boxes."

We took on this boxing program. After two or three months, the retailer went to one of our competitors and got the same job done by him. Then we were on the squeeze; either we took on that business for ¼c or ½c or whatever the case was, or we lost the business. That's how packaging changed in our industry. None of us had the guts to say no.

Just yesterday I saw a product that was wholesaled for 38c a pound. The packaging charge was 12c a pound. I know that the labor is 16c a pound. Now 16 and 12 is 28. How much money did that leave for profit? You and I are in the meat business. We sell meat; that is how we are supposed to make our living. We aren't running the business for these suppliers.

Before I tell you about a problem we had six or eight months ago, I want to mention that we are just as weak in Muncie as every other packer in the United States. We go by the wayside when the customers tell us what they want. We sometimes forget our costs, and we take on the business when we shouldn't.

On the first of every month when we get our inventory figures, we all get headaches. So many times we will come up with certain packages and labels and decide that, since we want to get rid of them, we will put on a sale. About 80 per cent of the time when we do that, maybe we get rid of those boxes and labels, but how much money did we lose in the product that we were using to get rid of those labels and those boxes?

All of us are the same. We don't want to throw anything away, we don't want to give anything to anybody else. We are penny-wise and dollar foolish.

Packaging is great. There are some things we have to do. Today we ship pork all over the world. When we ship to the West Coast, we pack certain pork in wood panel boxes. When we ship to the East Coast and the southern states, we use solid fiber boxes. For distances of 180 to 250 miles from our Muncie plant, we use corrugated boxes. We control this very closely.

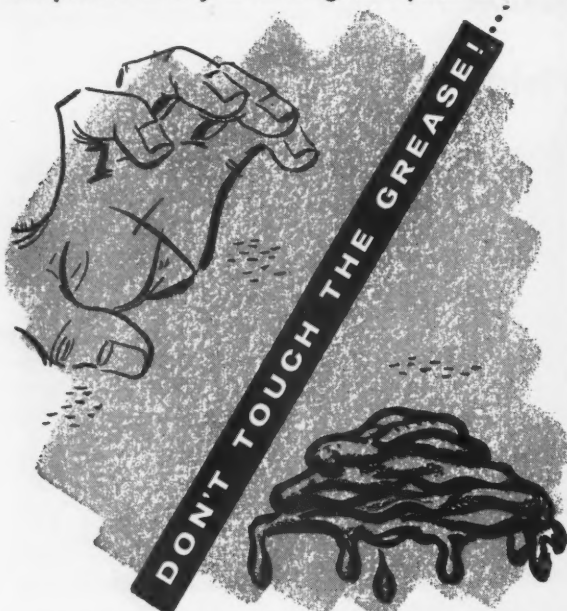
We set a few packaging policies, principally on beef livers and on pork livers. We use a polyethylene bag in which we put individual livers. These are packed two to the box and this costs us 2 or 3c. We try to get the price for it. If we don't, we are out of business.

Some of those packaging problems affect all of us, and all of us have to use pretty good judgement when it comes to packaging in this highly competitive business of ours.

So much for this packaging program.

Some 65 per cent of meat sold on the American market today is sold through the medium of a self-service

the profitable way to solve grease problems—



use the "hands off" method
of grease interception



GREASE INTERCEPTORS with automatic grease draw-off

You can avoid all the trouble and expense of grease-clogged waste lines caused by grease occurring as a by-product of manufacturing processes . . . easily and profitably by installing a JOSAM "JH" Grease Interceptor.

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counter. With this position on self-service meat, the package has a triple role: to protect, to identify and to sell, or in other words, to create the necessary sales appeal. The quality of the meat will produce the repeat business. Retailers throughout the country are making every effort to have all products packaged at the packers' level. Their thinking is based on the fact that through the medium of packer automation, the packer can do the job cheaper than they can at store level.

Frozen meat has advantages to the packer and the retailer as well as to the consumer. For the retailer, it means lower meat department operating costs. Frozen meat gives longer shelf life. It eliminates distress sales. It enables greater convenience in handling and pricing and eliminates such things as trim, loss and shrinkage. For the packer, the advantages are the leveling off of prices and production, lengthening of the distribution cycle to months instead of days, lowering transportation costs, better by-product utilization, less shrinkage in transit, and expansion in the markets that formerly were inconceivable. To the consumer, frozen meat means ability to store the product for an indefinite period of time, uniform portions, clean, drip-free packages and a quality product.

In our plant not too long ago, we held a meeting with the top retail operators in the United States—retailers who represented some 50 per cent of the total meat business in the nation. We had a French chef come in and serve some steaks that were really out of this world at a party preceding the meeting. We keep a self-service case in our plant, and we had velvet all over the top. When the meeting was called, we pulled this velvet cape off to show a very crude packaged line of fresh frozen pork products.

We presented the products in cartons as well as in plain plastic film. Everyone was given an opportunity to state his thinking on the future of frozen packaged pork. The meeting was most successful in that we received a pretty good picture of just what is wanted by the American housewife.

I had a tape recorder and two secretaries to make sure that we found out everything the retailers said and the way they said it.

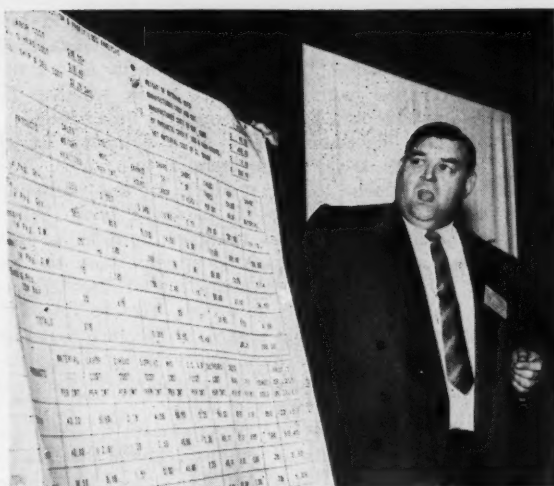
Then a week later, I sent them copies of what they said and told them what was going to happen in this great pork business four or five years from now and that we were going to start on the smaller side. I said we were going to be in business and wanted their cooperation. We certainly received help from many of them.

Before this particular meeting at our Muncie plant, we had a lot of sessions with our big buyers about packaging pork at packer level. I worked with the purchasing department. We tried to come up with every kind of a label; we tried to come up with boxes. We are just little guys and have to be very careful in the way we move and the way we set up our business, but we talked over every kind of a package. We at Muncie selected Cryovac. We felt we wanted to give the housewife an opportunity to see pork cuts in the frozen meat counter and not cover the package up with a full box.

The reasons we selected Cryovac were two-fold: First, this vacuum seal film, which is both moisture-proof and gas impermeable, prevents freezer burn and rancidification of our products.

Second, Cryovac offered us a complete packaging strategy, which included package design, production line engineering and a complete merchandise-sales program backed up by national advertising in consumer media.

We developed an attractive backboard showing our trade name, the type of product, the weight and the



NORMAN BRAMMALL, Food Management, Inc., gives some helpful hints on how to find what products are profitable and why.

selling price, and then packed the product in a Cryovac bag. We are now at the point of making a test in two large supermarkets with eight different pork items. In presenting this line of eight products, we assured the retailers that the product cost, taking into consideration a 20 per cent markup, would not be more than 5c a pound above the retail selling price on fresh products.

In other words, if he was selling fresh pork chops at 65c a pound, we said, "your price is 70c a pound, less 20 per cent. That is your markup, and we have reasons for operating on that basis."

We had a definite objective in mind: first, to see whether Mrs. Housewife would pay 5c premium; second to see whether we were correct in eliminating an expensive box or package for the product, and third, and most important, to give the housewife the opportunity to see just exactly what she was buying.

At this point, we have found that Cryovac packaged frozen pork has outsold one of our major competitor's boxed frozen pork items.

Of course, we haven't been too happy about our sales; they certainly haven't been encouraging. Yet we found that we must take immediate steps, and we did, to revamp our package, taking into consideration the problems at both retailer and consumer levels. We found that a plain plastic film with a cardboard backing would not stack well in the display case, contributed to a shopworn appearance, and provided poor identification of the packer brand since the brand identification and selling features were on the under side of the package and hence were hidden.

Thus after a great deal of experimentation, we have come up with a wallet-type cardboard box with an open face window so Mrs. Housewife can see the product. This not only allows the housewife to see the product but also enables the retailer to stack the product properly in his display case and contributes significantly to the brand identification of the packer.

With this new type box, it no longer is necessary for Mrs. Housewife to pick up the package in the case and turn it over to see the price and brand name. Some of our studies have shown that a complete box overwrap which prevents her from seeing the meat means she is going to break open the box and look at the meat.

In one food market that does \$50,000 to \$60,000 a week in business, we had two people. As I said before,

we outsold our competitor; we did a pretty good job. I want to mention, too, that at no time has there been any advertising back of this line of products. All we did was put it in the frozen meat cases to see whether the housewife would pick it up. We do plan advertising.

During this eight-hour period on a Saturday, 16 of our competitor's boxes were literally torn open. You know what happens to the product. In this particular case, the packer got these 16 packages back. When shoppers open packages, this results in torn flaps, jumbled boxes and a messy case. Most important, the retailer is forced to sell the product, after the original package has been broken, at a very sizable discount. An important point in this regard is the fact that any meat which gives the slightest indication of being unsanitary or previously handled will not move off the shelf with any rapidity, if it moves at all.

In regard to the form that frozen meats should take, it has been the consensus of leading retailers that frozen meat should be offered in a form as close as possible to that of the unfrozen, fresh product. It is felt among these experts that offering meat in a highly trimmed, boneless form is really asking the housewife to make too drastic a change in her purchasing habits. Thus, Marhoefer has offered standard bone-in cuts with which the housewife is already familiar. At this juncture, we must emphasize that the future of frozen, packaged pork rests to a great extent on our overall economy.

We, in Indiana, are of the opinion that unless our economy gets back to the basis of the early 30's, we will be processing a big percentage of fresh pork cuts at packer level. Proof of this statement is the fact that leading large retailers throughout the country today are now placing and are actually purchasing more frozen meat cases than they are fresh meat cases. It is necessary for the pork

packer to get his rightful share of this frozen meat space and, of course, we should mention not only the pork packer, but the general meat packer.

The packer realizes the serious objections that are registered by the meat cutters to-

ward this new packaging effort. I believe there is one section where the meat cutters say they will not give in to prepackaged meats, and they are having a lot of trouble. They realize full well that if all product were packaged at packer level, there would be no need for a meat cutter.

If a frozen packaged meat program is to be successful, it must be handled by the men in charge of the meat operation and not be left to the store manager. The merchandiser must advertise and sell frozen packaged pork on the basis that he merchandises his fresh packaged pork within the framework of his costs at store level. For example, retailers should realize that their future growth depends upon how well they integrate their operations with this frozen meat program. They should make a consistent effort to mark up in accordance with the function they perform. Since they are eliminating shrink and trim loss, cutting out expensive meat departments, and transferring the packaging function to the packer, the markup they deserve should be less.

Another point is that, although the fixed cost of frozen display case is high, the amount of frozen meat that can be stored is approximately four times that of a fresh meat counter, due to the ability to stack the frozen product higher in the case. It is not necessary for the retailer to take the risk of distress sales, due to meat spoilage. In fact, the retailer should look at this frozen meat program in terms of total profits, turnover and volume rather than of percentage markup. Frozen meat at present invariably commands an extremely high markup since it is considered more or less a speciality item.

And you and I are guilty, too, because when we get some product and nobody else has it, we put on a big price, don't we? That is the reason, when we came out with this frozen pork, we set the policy that the price would not be more than 5c over the fresh cost.

The retailer must give some consideration to the question of what will happen when all pork is sold as frozen packaged form. At this point, the alert retailer fully realizes that the pork packer, in order to stay in business, must have his costs in line with his competitors' and the only justification for price differentiation will be the same old program of trade-name or brand loyalty. Let's bear in mind that frozen packaged pork is the one opportunity that the pork packer has to bring brand identification to the housewife's kitchen and, thereby, get his proper credit for a quality product.

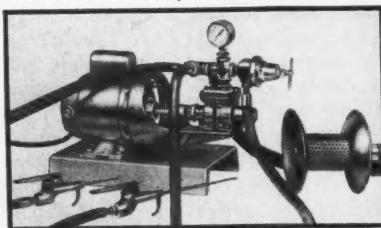
I am telling you about something that we are going to have three or four or five years from now, and I'm very sincere; I'm fully convinced that we are moving into that channel and it needs your consideration.

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WSMPA Pork-Provisions Session

Western Pork Packer is "On the Spot," But He Can Help Himself Off



Advises Management Consultant NORMAN BRAMMALL

SINCE I was asked to come to San Francisco several months ago the pork situation has changed so radically, and particularly here on the West Coast, that I had to tear up my original talk and will, instead, discuss the present problems.

I have been surprised at the amount of discussion there has been among the packers here on the West Coast about the advisability of getting out of the pork business. I understand that several of the larger packers here in the West are seriously considering completely curtailing their hog slaughtering operations. I think that points up very adequately the fact that the West is facing a very serious problem as far as hog cut-out and slaughter are concerned.

In order to understand this problem I think we should go back over the whole situation as it affects the West Coast, and talk a little bit about the West's problems.

First of all, labor costs on the West Coast are considerably higher than comparable labor costs in the Midwest. Considerably higher is speaking very mildly.

Actually, as far as pork is concerned, if you include all the killing operations along with cutting and offal preparation, I would estimate that you are running a minimum of 40c an hour over the midwestern packers. This does not include a considerable differential in your fringe benefits which, in some instances in the slaughtering end of the business on the West Coast, run as high as 80 and 90c an hour.

In addition, you have the problem of obtaining most of your livestock from the Midwest with a very limited supply being bought locally. That puts the western packer in a position where he is buying a particular type of animal, just as the eastern packer is buying a particular type of animal. In other words, he is buying within a certain size range and is getting a tailor-made product from his animals.

In addition, you're faced with the problem of the cost of getting the hogs to the West Coast and the shrinkage that involves. Every year about this time I hear complaints about bruised hams, broken ribs, etc., which result from transporting animals a long distance and in bad weather conditions.

To make the situation more difficult, we have had a very radical change in the pork picture since last October. In 1956, if we talk in terms of the packer's fiscal year, the average packer in the Midwest had the biggest and best pork period that he has had in many years.

That picture has changed. Personally, I am not too optimistic about the pork outlook, particularly until fall. There has been considerable up and down movement in hog cut-out results in the last several months. Actually, if you want to compare statements for the average full line pork packer, his profits are now running considerably behind last year. In many instances they are much less than half, and, in some cases, the larger pork packers are operating in the red.

Because of the situation last year, another set of conditions arose in the industry which contributed to our difficulties. We found, in covering several hundred packers with whom we do work, that it is not a local but a nationwide situation. The problem is this: In view of the large cut-out profits that the packers encountered last year, and in order to keep their hog kill at a high, they, in essence, subsidized their smoked meat operations.

That is just about exactly opposite from what occurred in earlier years when cut-out results were not so good; then smoked meats and sausage subsidized fresh pork operations. With the profit going out of the hog cut-out, the independent packers have found themselves in a two-way squeeze; they haven't been able to make any money out of fresh pork or out of smoked meats.

In addition, I want to point out one other thing: The larger packers are putting a lot of money into the exploitation and advertising of their processed products. That means that they are endeavoring to get into the processing end of the business on a larger scale. Since there is only so much business available, if more people try to get more of that business, somebody suffers.

I think that our problem goes still deeper. A lot of the larger packers, both independent and the so-called "big four," possess plants that were built at a time when hogs were marketed in peaks and valleys. They were designed to take care of the heavy runs that occurred twice a year. That means that even here on the West Coast, but particularly in the Midwest, our hog killing facilities are many times greater than the number of animals available.

West Coast facilities are usually designed to handle a restricted number of animals. However, even then we only use those facilities for a small portion of a day or a week. What that means is this: The fixed costs, or the amount of expenses that must be absorbed by these production facilities is fairly large. Unless you, or the large midwestern packers, can get additional business from other sources to absorb these pork overhead costs you can't afford to cut back too far or you are going to be in trouble. Something must absorb the fixed costs of present plant facilities.

You are all aware that the marketing peaks and valleys are going out of the meat business; every year these curves level off and we no longer have the large hog runs in a short period of time. They were much more level last year than they were previously, and the chances are that the same thing will happen in 1957 due to multiple farrowing, better availability of livestock, better transportation and the purchase of a lot of animals at the source.

Several things can happen to the midwestern packer that can never happen to the western operator. For one thing the former can occasionally get good buys. He can set up his buying procedure for hogs to obtain a particular weight that is going to give him the best

possible yield and return. In many instances he can buy hogs just the way you buy cattle. He has choice of markets and can pick advantageous ones on occasion. You are not in that position to the same extent; you normally pay fairly close to top market for your animals.

There's another factor that we must consider: The large hog slaughterer can move in various directions with his fresh products. He can sell to the processor; he can sell green hams, bellies, trimmings and green picnics. In most cases on the West Coast all the products that come off the hog must be absorbed by the slaughtering packer.

It is also a fact that the number of different items processed by western packers is much smaller than the number processed by the Midwestern houses. Your sausage line, for example, is usually not as complete and varied as that of the packer in the East. The same is true of your smoked meat line. You do not have as many specialty items.

We have a number of other problems to consider. For example, what price should we charge for transfers? How effective is the market quotation we get from Chicago on the West Coast? In addition you are limited in your ability to move in different directions with your product out here in the West.

On the surface, the picture looks very black, and right now I suppose it is. However, frozen pork cuts that John Hartmeyer talks about may provide part of the answer. In addition, there are a number of things the western packer can do to alleviate this situation and make it more bearable profitwise.

First of all, you can achieve efficient operations. While it is true that you cannot afford to put a lot of new equipment on your slaughtering floors, particularly because you are limiting rather than expanding hog killing, you can make your present equipment just as efficient as possible.

A remarkable thing our firm has observed in both the killing and cutting operations is this: Even with the most efficient moving chains on the kill floor, and the most efficient moving tables in the cut, the difference in results in hogs per man hour between the well-equipped house and some small packer is not as great as you might think. You must always think in terms of hogs per man per hour for the kill or cut, because that is the basis of the cost of your labor. If you are cutting six hogs per man per hour, and paying \$3, it costs you 50c a hog. However, if you are paying this \$3, which includes the fringes, and you only cut three hogs per man per hour, your cost is \$1 per hog. Your \$3 rate is not your basic difficulty; low productivity is your trouble.

It is hard to talk in general terms about what the standards should be in hogs per man hour for the kill and cut, because you should always define where your operations start and where they stop, and what you are going to include in killing and what you are going to include in cutting.

Our firm likes to talk in terms of all the operations on the floor. When we discuss a hog killing setup we prefer to talk in terms of the whole crew from the shackler through the man pushing the hog through the cooler and including the workup of offal, heads, etc. We like to discuss the cutting operation to include the man shoving carcasses out of the cooler onto the table, through any grading, and retrimming of products on the cutting floor—in fact, all the basic operations outside of boning and conversion. To some extent, of course, the scraps of cutting depends on how the product is put down.

Let me emphasize you can get efficient operations and you would be amazed at the amount of slack you have left in your labor picture. It is true you are paying high

WESTERN PACKERS and their guests had a wonderful time at the annual dinner with which the 1957 convention ended. The opposite page shows some of the tables and entertainment feature at the well-attended dinner.

rates, but unfortunately the level of productivity of many West Coast packers is only about 70 to 80 per cent as high as that of the independent packers in the Midwest and the East. Thus you penalize yourself twice instead of once.

Of course, there is always the possibility of going to the meat-type hog, but these are not easy to get. Canada has had meat-type hogs for a number of years. Several years ago we asked one of the Canadian inspectors to go to Detroit and check hogs coming off the killing lines at a plant there to find out how they would grade by Canadian standards. The Canadians grade their hogs with "A," "B" and "C" ratings. In the Detroit plant, which was killing 600 hogs an hour, the inspector found no "A" hogs by Canadian standards. A very small percentage graded "B" and the majority of the hogs fell into the "C" classification. This didn't speak very well for the type of hogs we were buying in the United States.

A number of packers are trying to buy nothing but meat-type hogs. The difference in yield between mill-run, meat, and meat-type hogs is terrific; it makes a difference of as much as \$1 per cwt. on the cut-out if a man can buy meat animals.

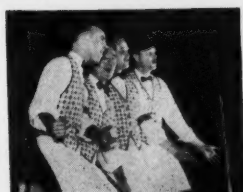
I believe the western packer could do a much better job of utilizing his trimmings and some of his green cuts. He isn't going to be able to go very far with loins, ribs, or butts, but surely he can do better with picnics, hams and trimmings. He must investigate the possibility of making new sausage and smoked meat items. I believe it is in these specialty items that he has a chance to make a dollar.

Another important factor is the yield, involving the trim and the shrink. Our countrywide tests show that the normal shrink on the average packer hog is 1.8 per cent if it is killed today and cut tomorrow. That shrinkage will increase slightly if the hogs from a Friday kill are not cut until Monday. However, we find that the shrink from the hot dressed weight to the cutting floor may vary as much as 100 per cent. Shrinkage of over 3½ per cent is not abnormal with a lot of packers. It is not necessary, but it is not abnormal.

I don't mean that most of the independents are weighing every hog that goes from the cooler to the cutting floor. What they are doing is spotting 10 or 12 hogs every day in certain parts of the cooler, tagging them as they go into the cooler hot and pulling them out and weighing them before they go onto the cutting table. You will find that you can control that shrink.

As western packers you should think in terms of yield on the killing floor as a separate entity from the yield off the cutting floor. For this reason: The yield that comes off the killing floor is representative of your buy; it is representative of the way you bought the hogs at the source, and the amount of intransit shrinkage, and the extent of fill when the hogs were purchased or slaughtered. The percentage of yield that we get off the hogs on the killing floor, adjusted to a chilled carcass weight, is one control that should be considered by itself. The yields from the animal in cuts, particularly the primal ones, should be taken from the chilled carcass of the hog and not from the live weight.

If you take cut yield from the live weight you are going to show that a carload of hogs with a high in-



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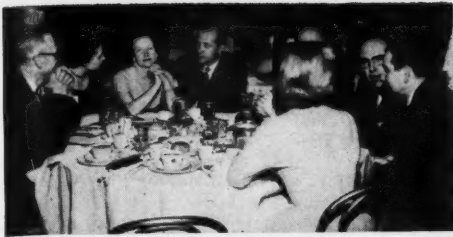
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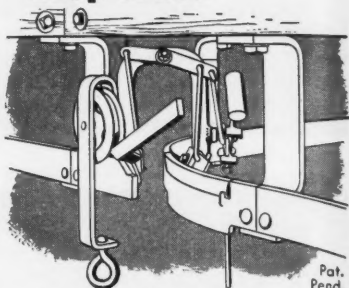
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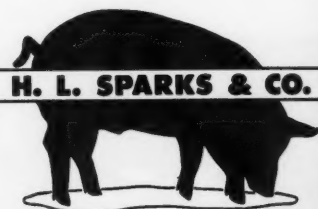
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transit shrink has not only a bad yield off the killing floor, but also a bad yield off the cutting floor. The latter may not be true. All our thinking must be adjusted so that we can come up with percentages of hams, loins, bellies and shoulders that reflect the yields from chilled carcasses. You will find that a good many of the large pork packers are following that practice today.

Let me go back to the matter of transfer price. When the new look for pork was brought out everybody was optimistic. They believed it was going to be the answer to all our prayers. Many believed that pork was going to be priced realistically if we got paid for the additional trim. A number of packers told me that they had been making this new trim for a long time and now it was going to get them more money.

I don't think we can honestly say that the new look and the new trim have brought us any more money for the pork. It's like everything else; it has been absorbed. It starts off that we get a little bit of our money out of an improvement, but we end up trying to do the job for the old cost.

I don't think that we, as independents, take into consideration our own particular trim and the value of our own trim.

I do not care what you use as the basis for the value of the products so long as the basis is standard, and you continue to use it at all times. If you want to charge the DMS "Yellow Sheet," plus freight, that's the normal way to do it. That is a reflection of national markets and probably a reflection of what you can afford to pay for the product. However, I do tell you this: It is a simple matter for you to conduct tests on your own cutting floor to inform you whether your trim is better or not as good as the Board of Trade specifications. You can trim a carcass with the Board of Trade specifications and then retrim it and find out how much difference there is in the price and set a standard for your own trim and a standard for your own pricing for transfer and sales purposes.

There is no such thing, as far as I am concerned, as a standard trim; you people have bought merchandise in the Midwest that has supposedly been made by Board of

Trade specification and you have found all kinds of variations in the product.

I believe we should be realistic. Too many times we go ahead and price our smoked meats with the idea of subsidizing our pork cut, and the same thing happens with our sausage operations. That is not being realistic; that is taking money out of one pocket and putting it in the other. We should try to come as close to the current market situation as we can and we should have a realistic transfer structure.

You have some other things in your favor here. No packer can ship merchandise in from the Midwest and price it as locally killed pork. Packers in New York City, the Jersey area, upper New York State, Philadelphia and Baltimore, who are not in the hog producing areas, have been able to hold their kill up and make a decent profit out of their meat by virtue of being able to say they are selling locally-dressed fresh pork with proper bloom.

You must consider another factor as small packers. If you are going to go out of the pork killing business, be sure you understand how much fixed costs those facilities represent in your present situation and make adjustments to get that fixed cost back out of other products and increased productivity or you are going to be in trouble.

One of the reasons why the packer has been so prone to talk about going out of the fresh pork business is that he is not selling a branded product. Perhaps the sale of branded frozen products will help a little and you will be able to compete on your brand name basis and stay in the pork business.

I would like to talk to you about a little different method of handling your pork cut-out reports. We have been searching for a long time to find some method of getting a pork cut-out report that would tell us what we were making or losing—not on an overall basis by the number of hogs killed, but on the basis of individual products. How much do we make on loins? Hams? Picnics? We believe we have part of the answer in these charts. (See page 100.)

In Chart 1 we use sliced bacon as an example for its cost is the simplest and easiest to compute.

At the present time the average packer handles his

INTENT AUDIENCE during Eric Johnston's talk on peace at the general session hears of importance of American capitalism.



sliced bacon business by first determining a transfer price of the smoked bacon into the p e-chill cooler. He then adds the labor costs, overhead and the shipping, selling and delivery expenses and he comes up with a total cost for the product. He then goes back to the particular lot on which he is running a test. He finds out how many pounds of each kind of bacon he sold from that lot. He adds up his total realization and then he takes the difference between that and his cost to find what he made or lost. He has no idea what he has made or lost his money on; all he knows is he has made or lost money on sliced bacon.

We took an instance in which we had 1,000 lbs. of bac-n which was transferred into the sliced bacon de-

partment at 40c or a total of \$400. We gave a credit of \$10 for 25 lbs. of scrap that went back into the sausage kitchen or tank. Our net material cost for this batch of sliced bacon was \$390.

We had a labor cost of \$38.50, overhead of \$18.50 for that 1,000 lbs. of bacon and our shipping, selling and delivery costs were \$2.25 a cwt.

Out of the 1,000 lbs. of bacon we actually sold three different grades. We sold an 8-oz. package of de luxe; a 1-lb. package of choice (the same as the de luxe) and a 1-lb. package of overwrap. Then we sold second grade bacon and ends and pieces that went into a 25-lb box.

You will notice from the chart that we arrived at a standard yield for No. 1 bacon. In this particular case

out of 1,000 lbs. of bacon we obtained 350 lbs. of 8-oz. packages, 500 lbs. of the 1-lb. envelope, and 25 lbs. of this overwrap, which was 875 lbs. of bacon sold, or 87½ per cent of the total bacon from this batch of bellies was sold as No. 1 product.

Incidentally, our standard yield is 86 to 87 per cent of No. 1 bacon out of the type of bellies you are slicing here on the West Coast. It is amazing, because most of you people are starting down around 70 to 75 per cent yield and, in some cases, less than that. I think the reason for this is that your salesmen are selling the thing that takes the least effort. If he can sell more No. 2, that is what you slice. You slice it for the salesman instead of giving the salesman what you want him to sell.

We set up standard man-hours for 100 lbs. of product. In other words, for the 8-oz. package, 2.95 man-hours covered every operation on that floor, from the time we got the bacon into the room, squared it, sliced it, and put it on the shipping floor. If we know how many man-hours it takes us to do 100 lbs. and how many hundredweight we produce, then by multiplying this figure times the production we get what we call earned hours. In other words, that is the number of hours for which we should have to pay to get the job done. By knowing what the earned hours total, we know how many dollars in labor we have involved in the whole thing.

By figuring out and knowing that we got back 65c for the 8-oz. package, and 60c for the 1-lb. envelope, 55c for the overwrap, 50c for the No. 2 and 30c for the ends and pieces, we arrive at a sales value of \$227. We got a total of \$586.25, of which \$151 has to be charged to the de luxe bacon, \$199.80 to the choice bacon, \$9.14 to the standard, \$24.90 to the model, etc. By taking this and dividing it by the weight we come up with a material value.

Now you break down cost and call it value per pound in the product.

The breakdown tells us that de luxe bacon had a value of \$43.20, labor cost of \$5.83, and overhead of \$2.78. Our bacon wrappers cost us \$4.50; our manufacturing costs were \$56.37, and to these we add selling and delivery expenses. Knowing what we sold it for, we can find our profit or loss per pound.

This is a synthetic case. I can tell you that you are not making money on three out of four of your bacon items today, because there is no relationship between the price structure on your No. 1 and No. 2 bacon.

CHART I

SLICED BACON COST DISTRIBUTION & PROFIT/LOSS ANALYSIS										
TOTAL LABOR COST			\$38.50	WEIGHT OF MATERIAL USED			1,000 Lbs.			
TOTAL O'HEAD COST			\$18.40	MANUFACTURED COST PER CWT.			\$ 40.00			
SELL, SHIP & DEL.			\$2.25/Cwt.	MANUFACTURED COST OF MAT. USED			\$400.00			
				BY PRODUCTS CREDIT—SSG & TANK SCRAPS			\$ 10.00			
				NET MATERIAL COST OF SL. BACON			\$390.00			
Products	Sales Weight Realized	Std. Mrs. Per Cwt.	Earned Hours	Share of Labor	Share of O'head	Sales Price Per Cwt.	Net Sales Value	Share of Material		
Delux ½# Pkg. Gnv.	350	2.950	10.340	20.42	9.77	65.00	227.50	151.10		
Choice 1# Pkg. Gnv.	500	1.463	7.315	14.58	6.96	60.00	300.00	199.88		
Standard 1# Pkg. O.W.	25	1.595	.399	.79	.38	55.00	13.75	9.14		
Model 1# Pkg. O.W.	75	1.595	1.196	2.48	1.18	50.00	37.50	24.90		
Ends & Pcs. 25# Box	25	.470	.118	.23	.11	30.00	7.50	4.98		
TOTALS	975		19.368	38.50	18.40	-	586.25	390.00		

Products	Material Cost Per Cwt.	Labor Cost Per Cwt.	O'head Cost Per Cwt.	Supplies Cost Per Cwt.	MFD. Cost Per Cwt.	S. S. & D. Cost Per Cwt.	Delivered Cost Per Cwt.	Sales Real Per Cwt.	P/L Per Cwt.	Pounds Sold	Profit/Loss On Sales
Delux	43.20	5.83	2.78	4.56	56.37	2.25	58.62	65.00	6.38	350	22.15
Choice	40.00	2.91	1.39	2.56	46.86	2.25	49.11	60.00	10.89	500	50.45
Standard	36.50	3.16	1.51	2.32	43.99	2.25	45.74	55.00	9.26	25	2.32
Model	33.20	3.16	1.51	2.32	40.19	2.25	42.44	50.00	7.56	75	5.66
Ends & Pcs.	19.90	.92	.44	.97	22.23	2.25	24.48	30.00	5.52	25	1.38
TOTAL	-	-	-	-	-	-	-	-	-	975	81.96

CHART II

PORK CUT-OUT COST & PROFIT/LOSS ANALYSIS										
PURCHASED FROM										LOT #
# HEAD 100	TOTAL LIVE Wgt.	21,000	@	\$18.75/Cwt.	TOTAL PORK COST			\$3,937.50		
LABOR COST/HEAD				\$1.33	(PLUS) FREIGHT & COMM.			30.00		
O'HEAD COST/HEAD				\$.97	NET PORK COST			\$3,967.50		
SELL, SHIP & DEL/CWT.				\$2.00	(LESS) OFFAL & CASINGS			87.50		
					NET DRESSED COST			\$3,880.00		
Products	Material Cost Per Cwt.	Labor Cost Per Cwt.	O'head Cost Per Cwt.	Mfd. Cost Per Cwt.	S. S. & D. Cost Per Cwt.	Total Delivered Cost Per Cwt.	Sales Real Per Cwt.	P/L Per Cwt.	Pounds Sold	Profit/Loss On Sales
Hams	41.15	1.41	1.03	43.59	-	43.59	43.75	.16	2,440	3.90
Loins	44.10	1.51	1.10	46.71	2.00	48.71	49.00	.29	1,795	5.21
Bellies	31.20	1.07	.78	33.05	-	33.05	33.50	.45	2,310	10.40
Butts	34.15	1.18	.86	36.19	2.00	38.19	38.50	.31	1,240	3.84
Picnics	23.00	.79	.57	24.36	-	24.36	24.50	.14	1,170	1.64
Jowls	12.90	.44	.32	13.66	-	13.66	13.75	.09	595	.53
Feet	9.62	.33	.24	10.19	2.00	12.19	12.25	.06	170	.10
Ribs	38.50	1.32	.96	40.78	2.00	42.78	43.00	.22	340	.75
Neckbones	7.97	.27	.20	8.44	2.00	10.44	10.50	.06	90	.05
Tails	13.11	.45	.33	13.89	2.00	15.89	16.00	.11	25	.03
Lardfat	6.22	.21	.15	6.58	-	6.58	6.50	.08	1,620	1.30
Back fat	10.33	.35	.26	10.91	-	10.91	11.00	.06	1,890	1.13
Skms	7.38	.08	.06	2.52	-	2.52	2.50	.02	770	.15
Reg. Trim	19.00	.65	.47	20.12	-	20.12	20.25	.13	430	.54
Lean Trim	31.90	1.09	.80	33.79	-	33.79	34.00	.21	85	.18
TOTAL	-	-	-	-	-	-	-	-	15,100	26.89

NOTE: Italics denote BED.

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The Meat Trail...

W. F. Schluderberg of Esskay Succumbs to Heart Attack

WILLIAM F. SCHLUDERBERG, 62, president of The Wm. Schluderberg-T. J. Kurdle Co., Baltimore, and a widely-known industry leader, died March 2 in Hollywood, Fla., where he had gone last month to recuperate from a heart attack suffered in November.



W. SCHLUDERBERG

His death followed by less than a month the passing of JOSEPH W. KURDLE, his brother-in-law and business associate for 37 years. Kurdle was executive vice president of the company.

Schluderberg, a veteran of more than 50 years in the industry, began working on Saturdays at the age of nine for his grandfather, who established William Schluderberg and Son Co. in 1858. Kurdle was working for T. J. Kurdle Co., which his father founded. The two men conceived and planned the consolidation of the two companies, and the merger was effected in 1920. The Esskay organization has been planning a 100th anniversary observance for next year.

Active in industry and civic affairs, Schluderberg was vice chairman and a director of the American Meat Institute and a director of the American Meat Institute Foundation, the National Independent Meat Packers Association and the Eastern Meat Packers Association. He was one of the founders of NIMPA and EMPA.

He was president for the past two years of the Maryland State Fair and Agricultural Society, having been chosen for the post with wide acclaim after he headed a citizens' committee that raised \$500,000 to save the state fairgrounds at Timonium from being sold for commercial purposes. He also helped restore major league baseball to Baltimore and was treasurer and a director of the Baltimore Orioles.

Schluderberg owned the 450-acre Wilmae Farm near Baltimore and bred many prize-winning Aberdeen-Angus cattle. He was a director of the Maryland Aberdeen-Angus Association. He was vice president of the Baltimore Association of Commerce.

Surviving are the widow, MAE KURDLE SCHLUDERBERG, and a brother, THEODORE E., who is vice president of the company.

Armour Closing Two Plants in Jersey City This Month

Armour and Company is closing its two plants in Jersey City, N. J., as part of the firm's consolidation program and will transfer operations to plants in Passaic, N. J.; Jamaica, N. Y., Chicago and other locations, the company announced.

The slaughtering plant at 100 Sixth st. was closed, effective March 8, and the processing plant at 324 17th st. will be shut down March 22, according to B. F. BRACY, Armour manager at Jersey City. The company's branch house at 403 Henderson st. will be continued.

About 100 workers have been employed at the slaughtering plant and 425 at the processing plant.

Armour has been operating in Jersey City since 1913. The 17th st. plant is a three-story brick building covering a city block, and the Sixth st. plant is a two-story brick structure covering half a block. Bracy said no decision has been reached by the company on disposal of the plants.

Lima Packing Co. to Cease Operations After 59 Years

The Lima Packing Co., Lima, Ohio, will cease operations because the owners have decided that "the prospects for future profits do not justify the risks involved," CALVIN



CERTIFICATE OF merit presented to Stark, Wetzel & Co., Inc., Indianapolis, by safety council of Indianapolis Chamber of Commerce is displayed by Gabe Sunman (left), driver supervisor, and Erwin Wetzel, vice president of company. Certificate honors 16 drivers of the firm for their accident-free driving records in 1956. Drivers also received award checks from the company and National Safety Council safe driving pins.

F. SELFRIDGE, president, has announced. He said the date for the shutdown will not be announced until after a meeting of stockholders.

The company has operated in Lima since 1898, distributing its products through Northwest Ohio. The firm employs approximately 180 workers.

PLANTS

Bryan Bros. Packing Co., Inc., West Point, Miss., is putting finishing touches on its new \$500,000



NEED FOR CARCASS testing and how testing was developed in Ohio were explained to American Meat Institute members during recent visit to Ohio State University College of Agriculture's meat laboratory and swine evaluation station at Columbus. W. H. Bruner of college and H. M. Barnes acted as hosts at swine evaluation station. Lunch for 51 men was served by meat laboratory students. L. E. Kunkle, professor in charge of meats, told how carcass testing was developed in Ohio. Loin tracings and other carcass measurements were explained by R. E. Boyer and other associates. Photo shows group during visit. In front row are: L. L. Rummell, dean of college and director of Ohio Agricultural Experiment Station; F. G. Ketner, A. B. Evans, James Spurrier, A. W. Jordan and W. H. Bruner. Others include Paul Zillman of AMI staff and representatives of Armour and Company, The Chas. G. Buchy Packing Co., The E. Kahn's Sons Co., H. H. Meyer Packing Co., Swift & Company, and Flechtner Bros. Packing Co. Firms are located in several Ohio cities.

branch house in Birmingham, Ala., which is said to be the largest branch house in that area. Full processing as well as other branch house operations will take place in the new unit, which will be under federal inspection. It is located at the new \$8,000,000 Birmingham Food Terminal, which comprises more than 25 firms dealing in food products and supplies for grocery stores and markets. Retail and wholesale produce markets also are located at the terminal. J. B. HEFLEY of Bryan Bros. said the company hopes to move its Birmingham branch operation from

its present location to the new building about March 18.

Fire recently destroyed Owen Sound Abattoir, Owen Sound, Ont. The 35-year-old abattoir has been owned and operated for the past ten years by PHIL ABRAMS.

Butcher Packing Plant, Coffeyville, Kans., has been enlarged to include a retail meat market and a new 24 x 60-ft. processing room. Owners of the nine-year-old concern are JESSE, JOHN and BLUE BUTCHER.

A new firm, Home Provision Co., has been opened by MORTON W.

GOLDBERG at 2511 Third st., W., Birmingham, Ala., in the Birmingham Food Terminal. The company occupies 6,000 sq. ft. of floor area, of which 2,500 sq. ft. is in refrigeration and freezer space.

Baker Food Corp. has announced the acquisition of Miracle Ham Co., Chicago, processor of ham and pork products since 1932. The new corporation will operate from Miracle's present location at 700 N. Western ave. and is planning expansion and improvement of facilities. Officers are: EDWARD JENNER, president; LEO E. SPOON, vice president, and ROBERT LEY, treasurer.

Silton Food Products Co., 109 W. Belmont ave., Fresno, Calif., has been sold to Spicy Foods, Inc., a new corporation headed by R. S. BARDIN of Los Angeles. JOSEPH A. SILTON, who established the Fresno firm in 1941, is secretary-treasurer of the new corporation. The company manufactures meat food snack items and distributes them to bars and taverns throughout the state.

Bowen Packers, Inc., 911 Poydras st., New Orleans, has obtained a charter from the Louisiana secretary of state to engage in the meat packing business. Authorized capitalization of the new corporation is \$75,000.

The new by-products plant built and operated by Wilson & Co., Inc., at 42nd st. and Hermitage ave., Chicago, has been purchased from Wil-



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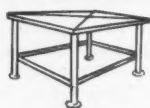
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ENDING MORE than four decades in the meat industry, B. B. Trotter (above) has retired as vice president of Hunter Packing Co., East St. Louis, Ill., after 35 years with the firm. He entered the industry in 1914 as a cattle driver for Swift & Company in Chicago, served next as cattle buyer for Cincinnati Abattoir, Cincinnati, and joined Hunter in 1922 as head cattle buyer. He later was placed in charge of Hunter's beef department. Trotter has purchased a home in Colorado Springs, Colo., and plans to live there with his wife and daughter.

son and leased back to the company by Northwestern University. The university announced that it paid \$2,000,000 for the property, consisting of four new buildings, additions to two others and the 8¼-acre site.

JOBS

EARL DECKARD has rejoined The Hull & Dillon Packing Co., Pittsburg, Kans., as sales manager. He served with the company for 13 years until the plant was closed temporarily during the summer of 1954. Since that time, he has been representing a Kansas City firm in the Pittsburg area. Deckard had been named sales manager of Hull & Dillon shortly before the former owners closed the plant.

JACK SMITH has been promoted to sales manager of all Indiana country territories of Stark, Wetzel & Co., Inc., Indianapolis. WILLIAM STEWART, general sales manager, announced. PAUL BROOKS will serve as supervisor of the country territories.

C. F. ALTON has been named to the newly-created position of general chain sales manager at the Toronto plant of Canada Packers, Ltd.

TRAILMARKS

J. C. HEMPHILL, partner in Goldman, Sachs & Co., and W. A. SAWTELL, retired Omaha banker, recently were elected to the board of directors of The Cudahy Packing Co., Omaha, raising board membership to ten.

GEORGE E. EGGER, president of Morton Frozen Foods, Inc., Louisville, was honored by Washington University, St. Louis, at its recent "Founders' Day" observance for "having reflected

honor upon the university." Egger received a degree in business administration from the university in 1925.

GEORGE H. DUNLAP, JR., who formerly operated a brokerage business under his own name, has become associated with John E. Staren Co. in the firm's Chicago office. Dunlap is in charge of the provision department. He is a 22-year veteran in the meat brokerage field.

JACK MAGENNIS has joined Petersen-Priceman, Inc., brokerage company of Philadelphia and Chicago,

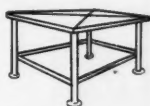
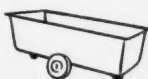
and will serve in the Philadelphia office. He formerly was associated with the New York Market Center, handling purchases for the government.

A discussion of federal meat grading and a demonstration of meat cutting and boning were the main events at a meeting of the Atlantic City branch of the International Stewards and Caterers Association in the plant of Joseph Wagenheim Co., Atlantic City. Under the leadership of CHARLES WAGENHEIM, the group assembled in the plant's coolers, where explanation was given of cuts and grades and the

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AT WORK on his new job in Washington, D.C., is Edward Foss Wilson, who has been nominated by President Eisenhower to be an assistant secretary of health, education and welfare. Wilson became a consultant to Secretary Folsom of that department last year after resigning as chairman of the board of Wilson & Co., Inc., Chicago.

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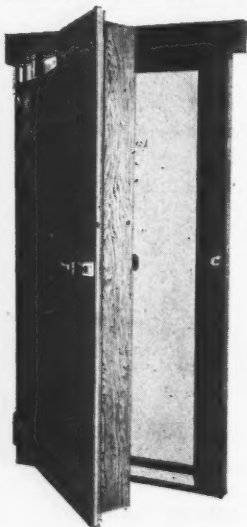
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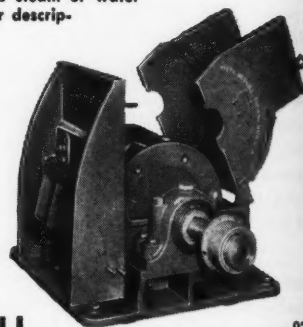
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Slaughter and packing houses and rendering plants find M & M Meat Hogs ideal for the quick reduction of material such as shop fats and bones, carcasses, dead stock, or other wastes. These machines grind material to the most efficient cooking size, thereby improving quality of the grease. M & M Meat Hogs are designed so that material will not collect on the inside of the knife carrying rotor and cause unbalance. No steam or water jets are required. Write for our descriptive literature.



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M & M Meat Hogs are available in many sizes, specially designed for various operations.

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successful convention



DEL MONTE MEAT COMPANY

PORTLAND, OREGON

process of beef ageing. LOUIS WAGENHEIM gave the meat cutting demonstration. The session also included a showing of the American Meat Institute's movie, "Three To Get Ready." EDWARD LITTMAN, sales manager, arranged a buffet featuring Wagenheim meats.

RALPH SNYDER of Central Packing Co., Inc., Kansas City, Kans., has been elected a director of the Hoof & Horn Club at the Kansas City stockyards.

Case Pork Roll Co., Inc., Trenton, N. J., has announced the appointment of S. E. Zubrow Co., Philadelphia, for advertising Case and Cloverdell pork roll and sausage.

Stahl-Meyer, Inc., New York City, has appointed Paul Sayres Co., Inc., as broker for its complete canned and jar meat line in the metropolitan New York and New Jersey area.

ROY ORMOND, director of farm service, Oscar Mayer & Co., Madison, Wis., has been appointed chairman of the agriculture committee of the Madison Chamber of Commerce.

DEATHS

FRED C. PIERCE, 74, founder and president of Pierce Packing Co., Billings, Mont., died March 1. He had been in semi-retirement for three years because of his health. Pierce founded the firm 35 years ago, and it now claims to be the largest independent packing company in the northern Rocky Mountain states. He also owned Pierce Ranches, Inc., near Columbus, Mont. Surviving are the widow, a son and two daughters.

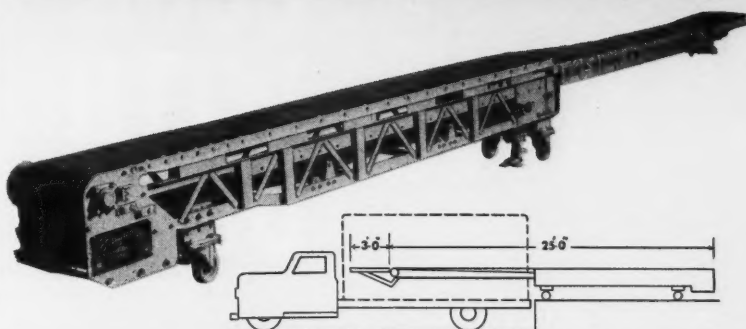
Mrs. ANIELA BUDARZ, 76, a director of Chicopee Provision Co., Inc., Chicopee, Mass., died after a brief illness. She was the widow of ANTHONY BUDARZ, who was one of the founders of the firm. Surviving are three sons, JOSEPH, STANLEY and WILLIAM.

JOSEPH A. SMITH, 68, who retired in 1955 as a department superintendent for Armour and Company, Chicago, died March 2 in St. Petersburg, Fla. He moved to Florida last year.

HENRY COBB, 70, who managed the old Hansen Packing Co. in Eaton Rapids, Mich., for nine years, died recently. He also managed the company's plant in Stockbridge, Mich., for four years before moving to Eaton Rapids.

JOHN E. EATON, SR., 85, chairman of the board and former president of Essem Packing Co., Boston, is dead.

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EXPAND-O-VEYOR Model 439...base unit is 15 feet and expands to 25 feet. Model 439A is 26 feet and expands to 43 feet. Line drawing shows how the conveyor reaches in to move loads out, at the convenience of the man on the truck. A push button or manual control does the trick.

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WHY have a "no man's land" between your indoor conveying system and the trucks that have to be loaded and unloaded? It's easy to fill in the gap and eliminate unnecessary steps with a Farquhar EXPAND-O-VEYOR adjustable power belt conveyor. That's because the EXPAND-O-VEYOR has a moveable conveyor boom that can be adjusted to *any length* within its minimum and maximum lengths. This provides a "live" link between your plant conveyors and your trucks. Handling is faster, easier and better controlled with a Farquhar EXPAND-O-VEYOR on the job.

Now you can get the last foot of efficiency out of your conveyor line. Write or phone for additional facts now—and save money tomorrow!

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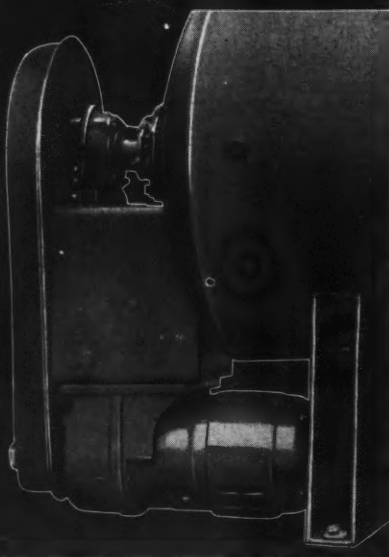
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capacity to assure
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without pumps.



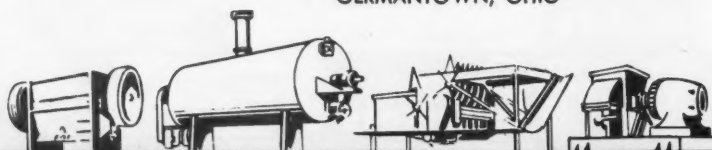
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Literature

Technical Data on Cures (NL 207): Two technical service bulletins on a cure for sausage products, frankfurts and primal cuts contain a description of the product, use levels, solution preparations, stability and federal labeling requirements.

Remote Positioning Controls (NL 211): An illustrated eight-page bulletin discusses a new shaft-mounted control gear motor for valves and variable speed drives to provide remote or automatic flow, speed, proportion and tension control.

Materials Handling Trucks (NL 212): Floor trucks for many materials handling purposes are illustrated and described in a comprehensive 50-page catalog. Schematic drawings, specifications and construction features are included.

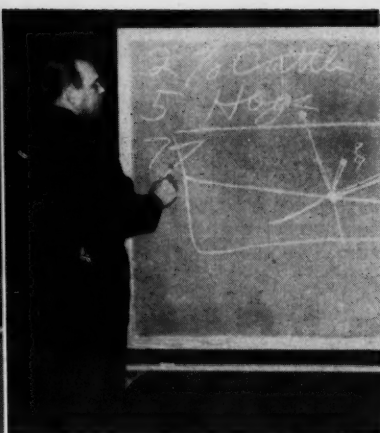
Chemical Products Review (NL 214): A 56-page book briefly describes different products along with their important uses, basic physical properties and other pertinent data of a complete line of industrial chemicals, some of which are used in cleaning compounds, fire prevention, food sanitation, leather, odor-masking, refrigeration, soaps and detergents and water treatment.

Concrete Flooring (NL 215): Application of a high-strength, all-mineral chemical cement over old or new wood or concrete, metal, pavers, split brick floors and corkboard or foamed plastic types of insulation is covered in an eight-page brochure. Schematic drawings of construction methods and backing and subfloor requirements are included.

Meat Industry Catalog (NL 209): A new 100-page catalog of equipment and supplies lists more than 2,200 items, with complete specifications, shipping weights and prices. It contains over 650 illustrations and a handy cross-reference index.

Analyzing Water (NL 210): A revised 100-page technical and service bulletin contains sections on analysis of various types of water. Included in the bulletin are tables of analytic data, conversion factors and turbidimetric standards as well as a special section on the preparation of reagents, indicators and standard solutions used in analyses.

Selecting Industrial Pumps (NL 218): Vertical, close-coupled industrial pumps and their application are discussed in a 12-page booklet. A pump head-capacity range table, sectional views, material specifications and schematic application drawings are covered also.



SPEAKERS' TABLE (left to right): John Vaughn, vice president of NIMPA's southwestern division; Lee D. Sinclair, chief of the USDA Packers and Stockyard Branch; John Killick, NIMPA secretary, and attorney Arthur Winn, representing NIMPA's general counsel. **RIGHT:** NIMPA president Chris Finkbeiner of Little Rock Packing Co. sums up the livestock situation.

NIMPA Southwest Group Meets

INTEREST in meat industry problems at the national, regional and state levels was shown by several hundred meat packing representatives who attended the southwestern division meeting of the National Independent Meat Packers Association at the Statler-Hilton hotel in Dallas, Tex., on March 1 and 2.

NIMPA, on the basis of a report to the meeting from general counsel Wilbur La Roe, and an explanation of policy by John A. Killick, the association's executive secretary, is continuing its friendly discussions with The Cudahy Packing Co., Armour and Company and Swift & Company on the large packers' reasons for requesting modification of the consent decree.

In these discussions a committee of NIMPA officers and directors is pointing out the desirability of solving two irksome problems—the presence of large packer representatives at chain store buying headquarters and the need for separation, in large packer public accounting, of the firms' meat and non-meat operations.

NIMPA's attitude toward the modification of the decree will be determined on the basis of the conversations. A cautious hope was expressed, although the idea is still in a nebulous state, that some sort of an effective code of fair trade practices might be developed for all organizations in the meat packing industry.

La Roe's report indicated that there are other knotty problems facing independent packers: The obduracy of retailers with regard to the relaxation of net weight laws on some meat

products; the probability that some sort of humane slaughter legislation may be imposed on the industry, and the question of attitude with respect to prohibition of price cutting under competitive conditions.

Secretary Killick informed the group that the association's accounting manual is selling handsomely, and is being used. He reported that the mid-western division of NIMPA will hold a separate meeting this year in Kansas City on March 29 and 30 at the Hotel President. A practical session on packaging will be a feature of the meeting.

NIMPA president Chris Finkbeiner, in outlining his recent trips from coast to coast and top to bottom of the U.S., offered convincing evidence that U.S. packers do have a community of interest. He castigated packers and sausage manufacturers everywhere for "cutting your sausage prices (your most profitable business) when the costs of your raw material, labor, etc. are going up and up."

John Vaughn of the Oklahoma

Packing Co., Oklahoma City, was re-elected divisional vice president. D. J. Twedell of the Houston Packing Co., Houston; Lee Harris, Harris Meat & Produce Co., Oklahoma City, and Homer Glover, Glover Packing Co., Rosewell, N. M., were named as directors.

In a timely talk, Lee D. Sinclair, chief of the Packers and Stockyards Branch, U. S. Department of Agriculture, told the southwestern group:

"The Packers and Stockyards Act, and the regulations issued thereunder, touch on the business practices of the entire operations of a meat packer from the time he buys his livestock until he disposes of his products, including such things as advertising. It is an attempt by Congress to lay down a code of ethics that should be followed in the livestock marketing and meat packing industries.

"It has been my observation that the great majority of men in the industry seek to follow a high standard in the conduct of their business. The act does not require anything more



SOME OF the 275-person crowd listening to President Finkbeiner talk on price cutting.



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of him than that and, therefore, that person will find himself in compliance with the provisions of the act.

"There is an ever increasing interest in the question of enforcement of the fair trade provisions of the act as it applies to the meat packing industry. Last year Senator O'Mahoney and his subcommittee held partial hearings in Congress touching on this subject and bills were introduced in Congress to transfer authority under the act to the Federal Trade Commission as to the meat packing industry. The Department reported adversely on these bills. Similar bills (S 1356 and HR 5282 and 5283) have been introduced in this session of Congress and it is anticipated that further hearings will be held.

"Senators O'Mahoney and Watkins, sponsors of S 1356, have made statements for the record in support of their legislation and voiced their objectives in promoting 'the growth of competition without which a free enterprise economy cannot survive.'"

Noting that the NIMPA board of directors has expressed itself in favor of more effective enforcement of the act by the USDA, but has taken no position on the proposed transfer to the FTC, and that the Western States Meat Packers Association has favored such a transfer, Sinclair pointed out that the American National Cattlemen's Association has opposed transfer but asked for effective enforcement. The California cattlemen and the Colorado Cattle Feeders Association have shared this viewpoint, while the National Wool Growers Association is in favor of the transfer of authority.

"We have been receiving complaints from various sources," said Sinclair, "about alleged unfair or monopolistic practices in the meat packing industry and about restriction of competition that is alleged to exist. For example, it has been alleged that chain store ownership participation in slaughtering plants and the buying by chain stores in large lots of carcasses has had a direct influence on livestock prices. There is, therefore, a demand that we investigate the practices surrounding the buying and selling by chain stores.

"The chain stores which operate slaughtering plants or which process meat carcasses or otherwise manufacture or prepare meat food products in commerce are meat packers within the meaning of the act. Therefore, administration of the act as to meat packers would necessarily carry with it the application of those provisions to the major chain store operators. The five leading chain stores

had net 000,000 business 000,000 least on priced of that flow to the chain st operatio is close tions fo decree affected. "We eerning by mea the pac on feed but not needed tion or receive called o and all pricing transact "In you wi and rec of Agri dicated discrimi ties of should Agricul thought be obta sary in "The he had tives to and pro gation a ers and ties in merchan this rev buying in orde the dep rent po "Assi has ann be com that a partme that tin "We program stock n year wi tion m Louisia Iowa, already markets "The livestock the act

had net sales in 1955 of over \$9,000,000,000 out of a total of grocery store business in the nation of over \$36,000,000,000. It is my guess that at least one-fourth of this total is comprised of meat or meat food products that flowed from meat packers subject to the act. The integration of these chain stores to include meat packing operations as a part of their business is closely associated with the petitions for modification of the consent decree recently filed by those packers affected by that decree.

"We have received complaints concerning livestock feeding operations by meat packers and the practices of the packers in utilizing the livestock on feed or livestock contracted for but not yet owned to take care of needed kill and thus avoid competition or control prices. We have also received complaints concerning so-called consignment selling to packers and alleged unfair practices in the pricing field that follow from such transactions.

"In view of these developments you will be interested in the views and recent actions of the Secretary of Agriculture. The Secretary has indicated that jurisdiction over price discrimination and anti-trust activities of the meat packing industry should remain in the Department of Agriculture and also expressed the thought that sufficient funds should be obtained to do whatever is necessary in that field.

"The Secretary has announced that he had asked department representatives to survey the current activities and problems relating to the investigation and regulation under the Packers and Stockyards Act of trade practices in livestock buying and meat merchandising fields. He is asking for this review of problems relating to buying and merchandising practices in order to appraise the adequacy of the department's resources and current policies in this field.

"Assistant Secretary Earl L. Butz has announced that the survey would be completed in about two weeks and that a further statement by the department would be forthcoming at that time.

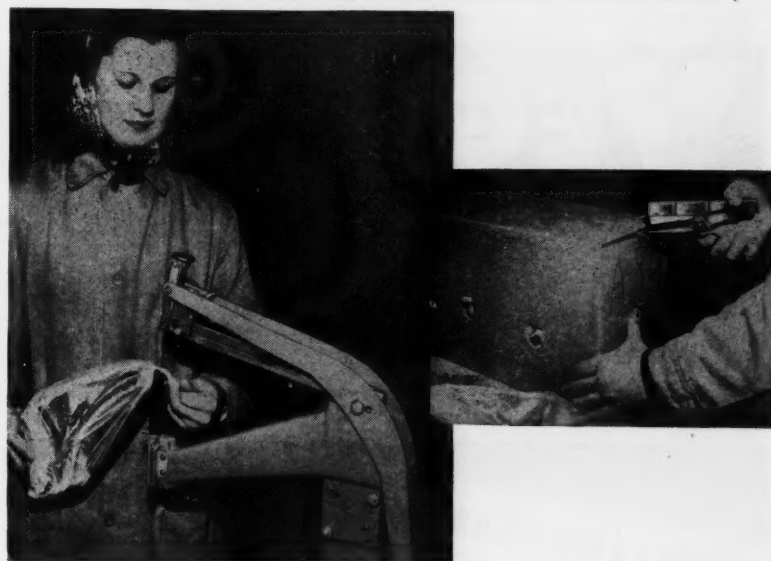
"We have recently embarked on a program of posting all eligible livestock markets in the U.S. and this year will post approximately 200 auction markets in Colorado, Texas, Louisiana, Arkansas, Missouri and Iowa, which will add to the total already posted of approximately 350 markets.

"There are approximately 1,300 livestock commission firms subject to the act at the present time, approxi-

mately 2,000 livestock dealers and about 2,000 meat packers engaged in interstate commerce who come within its provisions. These meat packers have over 2,500 of their own buyers registered under the act.

"We have been conducting investigations into alleged unfair practices around the country, such as the false weighing at Indianapolis, where we found that many of your members were being defrauded of sufficient weight to reduce the dressing yields on hogs by 2 per cent or more. We have issued orders against all the offenders and the study is not yet ended. We have made studies and

issued orders to correct favoritism to certain buyers at stockyards and collusion between buyers and commission men and further studies of such practices are continuing at several markets. We have an action pending against one of the larger packers for alleged unfair and monopolistic practices in the ice cream business and have other investigations under way of the practices of various meat packers at different points throughout the country on alleged unfair practices, restriction of competition, price control or manipulation. We have been as active as funds and personnel would permit in those areas where we



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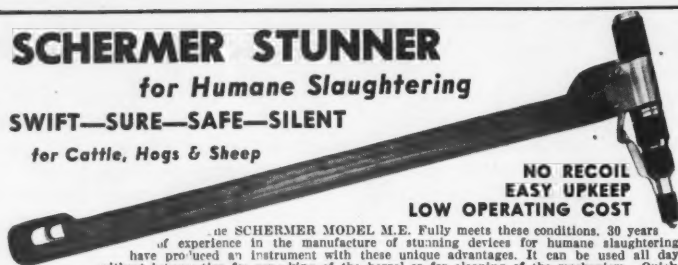


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believed the funds could be most effectively spent to do the most good.

"We realize there are many questions that can be raised in connection with the administration of the Packers and Stockyards Act as it applies to meat packers generally. The act, in essence sets up a code of ethics that should be followed in a business subject to its provisions. Most businessmen in the United States seek to follow a high standard."

British Study Problems In Manufacture of Sausage

Problems in the manufacture of sausage such as the loss of preservatives during storage, the use of phosphates as emulsifiers and the effect of different manufacturing techniques on product appearance and storability have been reported by the British Food Manufacturing Research Association, the USDA's Foreign Agricultural Service has disclosed.

Studies have shown that sausage cooking losses have been reduced by the addition of phosphate emulsifiers. In recent years, patents have been issued in England on the use of different phosphate compounds or combinations. Use of emulsifiers also affects the texture and appearance of the finished product.

The investigators studied the loss of sulphur dioxide preservative as it was affected by storage temperatures. The retention of sulphur dioxide is desirable as it assists in preserving the desirable color of the various sausage products.

The Institute of Meat at London has available for distribution, a new film "How to Make a Quality Sausage." The 16 mm. sound film, running about 25 minutes, is available on loan without charge.

Minnesota Farm Groups Back Truck Proposals

Pending Minnesota legislative bills to liberalize truck size and weight restrictions are being supported by 11 major farm organizations, according to announcement by O. Z. Rensberg, executive vice president, Minnesota Motor Transport Association.

One bill would increase the truck length limit from 45 to 50 ft. while another proposal would authorize up to 32,000 lbs. per tandem axle weight.

Rensberg said the bills would bring the length and axle weight limits up to standards recommended by the American Association of State Highway Officials and approved by the U. S. Bureau of Public Roads.



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CAPACITY 3" to 7" LINKS

3 to 7-inch lengths, increments of 1/4" . . .	3 1/2" length—18,000 links per hour
any dia. from 3/8" to 1 1/8" in natural casings.	4" length—15,360 links per hour
	5" length—12,480 links per hour
	6" length—10,560 links per hour

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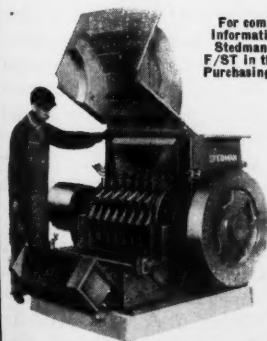
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Flashes on suppliers

JULIAN ENGINEERING CO.: The new address of this company now is 5127 N. Damen ave., Chicago 25, Ill. The telephone number is unchanged.

OAKITE PRODUCTS, INC.: Several changes in the technical field service of this New York company have been announced. B. B. HERRON has been transferred from Odessa to Beaumont, Tex.; HORACE V. WELLS

from San Antonio to Corpus Christi, Tex., and R. W. KRAJICEK from Billings, Mont., to Lake Charles, La. New assignments made are ROBERT H. BOURBONNAIS to Lansing, Mich.; HARRY H. THOMAS to Cedar Rapids, Ia.; WILLIAM G. CAFFEE to Birmingham, Ala.; ANDREW C. JOHNSTON to Washington, D. C., and THEODORE L. MATULA to San Antonio, Tex.

COLDMOBILE DIV., UNION ASBESTOS & RUBBER CO.: The McKenna Transport Equipment Co., of Baltimore, Md., has been named exclusive distributor of Coldmobile truck refrigeration units of this Blue

Island, Ill., company for Maryland and Washington, D.C.

GOODYEAR TIRE & RUBBER CO.: Four appointments have been made in the industrial products division of this Akron, Ohio, company. O. A. SCHILLING has been named sales manager; H. R. COMSTOCK, assistant sales manager; R. E. CHAPMAN, manager of the central region, and R. E. MERCER, manager of industrial hose sales.

CROWN CORK & SEAL CO., INC.: S. V. TUTTAS has been appointed director of sales for this Baltimore, Md., company. His successor as division sales manager of the crown and closure division is WILLIAM R. FOX.

AMERICAN CAN CO.: Formation of a new machinery department which will assume the duties of the equipment division and the closing machine department has been announced. C. F. LAUSTEN has been named to head the new department. Sales and service will be under the direction of W. A. GUEFFROY.

CHASE BAG CO.: C. E. McCABE, sales representative, has been assigned the northern Illinois territory for this Chicago firm. McCabe has been with the company since 1947.

VISKING COMPANY: Two changes in sales personnel have been announced by this Chicago company. PETER G. CIVELLO has been transferred to the southeastern territory which includes Florida, Georgia, Alabama and South Carolina. He former-



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R. C. SCHOEN



P. G. CIVELLO

ly served several midwestern states. ROBERT C. SCHOEN has been assigned to the midwestern territory which covers Illinois, Indiana and southwestern Michigan. In another appointment, DANIEL SMILEY has been named sales representative for the territory covering Connecticut, New Jersey and New York.

KOLD-HOLD DIV., TRANTER MFG., INC.: Appointment of A. E. HUTSON as sales representative for western New York has been announced by this Lansing, Mich., firm.

ALL MEAT . . . output, exports, imports, stocks

Meat Output Up; Below Last Year

Production of meat rose sharply following the holiday recess and totaled 416,000,000 lbs. for the week ended March 3. This volume was 14 per cent above the previous week's 366,000,000 lbs., but 10 per cent smaller than the 460,000,000 lbs. produced in the corresponding period last year. Slaughter of all classes of meat animals rose, with only that of bovines larger than a year ago. Hog slaughter rose 18 per cent over that for the short holiday week but numbered 18 per cent smaller than last year. Slaughter of sheep and lambs numbered well above the week before, but was below last year. Estimated slaughter and meat production by classes appear below as follows:

Week Ended	BEEF		PORK (Excl. lard)	
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.
Mar. 2, 1957	385	214.8	1,330	172.1
Feb. 23, 1957	342	190.8	1,130	147.9
Mar. 3, 1956	379	215.1	1,627	213.6

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD. Mil. lbs.
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.	
Mar. 2, 1957	140	15.8	275	13.5	416
Feb. 23, 1957	128	14.8	255	12.5	366
Mar. 3, 1956	151	16.8	298	14.5	460

1950-57 HIGH WEEK'S KILL: Cattle, 462,118; Hogs, 1,859,215; Calves, 200,555; Sheep and Lambs, 369,561.

1950-57 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

AVERAGE WEIGHT AND YIELD (LBS.)

Week Ended	CATTLE		HOGS	
	Live	Dressed	Live	Dressed
Mar. 2, 1957	1,010	558	231	129
Feb. 23, 1957	1,010	558	233	131
Mar. 3, 1956	1,016	568	231	131

Week Ended	CALVES		SHEEP AND LAMBS		LARD PROD. Per cwt.	Mil. lbs.
	Live	Dressed	Live	Dressed		
Mar. 2, 1957	205	113	102	49	—	45.5*
Feb. 23, 1957	210	116	102	49	—	38.4*
Mar. 3, 1956	203	111	103	49	14.8	55.5

*Estimated by the Provisioner

ACTUAL FEDERALLY INSPECTED SLAUGHTER AND REVISED ESTIMATE OF MEAT AND LARD PRODUCTION BY WEEKS, JANUARY, 1957

Week ended	Cattle		Calves		Hogs		Sheep and Lambs		Lard	
	Kill 000's	Beef prod. mil. lb.	Kill 000's	Veal prod. mil. lb.	Kill 000's	Pork prod. mil. lb.	Kill 000's	L & M prod. mil. lb.	Total meat mil. lb.	Yield per cwt.
Jan. 5, 338	187.9	135	16.1	1,128	153.5	252	12.2	369.7	14.0	37.7
Jan. 12, 445	247.3	164	19.6	1,370	186.5	300	14.5	468.1	14.7	48.1
Jan. 19, 427	239.6	133	15.7	1,334	174.8	312	15.1	445.2	15.3	47.9
Jan. 26, 407	225.5	144	17.1	1,164	154.8	298	14.4	411.8	15.0	41.2
Feb. 2, 378	213.2	130	15.4	1,161	152.1	272	13.4	394.1	14.3	39.1

CANADIAN SLAUGHTER

Inspected slaughter of livestock in Canada in January, 1957-56 compared, as reported by the Canadian Department of Agriculture:

	Jan. 1957	Jan. 1956
Cattle	146,803	141,694
Calves	41,701	42,828
Hogs	403,488	493,000
Sheep	32,309	36,953

Average dressed weights of livestock slaughtered in January 1957-56 were as follows:

	Jan. 1957	Jan. 1956
Cattle	512.1 lbs.	501.6 lbs.
Calves	143.1 lbs.	138.0 lbs.
Hogs	161.6 lbs.	159.3 lbs.
Sheep	45.2 lbs.	45.8 lbs.

CALIFORNIA STATE INSPECTED SLAUGHTER

State inspected slaughter of livestock in California, Jan., 1957-56, as reported to the National Provisioner:

	—January— 1957	1956
Cattle, head	45,259	37,021
Calves, head	28,803	24,762
Sheep, head	42,755	28,725
Hogs, head	22,552	25,429

Meat and lard production:

	Lbs. 1957	Lbs. 1956
Sausage	5,244,527	4,482,062
Pork and beef	8,671,333	8,029,573
Lard, substitutes	620,761	631,492
Totals	14,536,621	13,143,127

As of January 31, 1957, California had 114 meat inspectors. Plants under state inspection totaled 349, and plants under state approved municipal inspection totaled 95.

MEAT EXPORTS, IMPORTS

United States exports of fresh or frozen beef and veal in December at 12,173,966 lbs., were considerably larger than the 1,342,801 a year earlier. Exports of most pork items were also up from the year before.

Export business in lard declined; however, to 47,897,570 lbs. from 69,813,093 lbs. for the month in 1955. Exports of edible tallow at 771,927 lbs. were up from 441,148 lbs. shipped in December 1955. Movement abroad of 136,056,858 lbs. of inedible tallow in December showed a sharp rise from 87,133,867 lbs. a year earlier.

On the import side, inshipments of canned beef in December at 7,635,021 lbs. were above the 3,715,300 lbs. imported during the month in 1955. Imports of canned and cooked hams and shoulders amounting to 7,805,937 lbs. were down slightly from 8,038,442 lbs. in December 1955. The USDA report on exports and imports of meat products by items is as follows:

Commodity	Dec. 1956 Pounds	Dec. 1955 Pounds
EXPORTS (Domestic)		
Beef and veal—		
Fresh or frozen	12,173,966	1,342,801
Pickled or cured	1,469,535	1,607,951
Pork—		
Fresh or frozen (except canned)	652,538	802,355
Hams and shoulders, cured or cooked	1,803,253	1,511,464
Bacon	155,233	139,533
Other pork, pickled, salted or otherwise cured	4,737,215	3,306,229
Sausage, bologna & frankfurters, (except canned)	217,541	250,912
Other meats, except canned	11,254,708	8,146,172
Canned meats—		
Beef and veal	620,998	792,450
Sausage, bologna & frankfurters	1,087,477	1,132,592
Hams and shoulders	122,423	213,262
Other pork, canned	1,165,832	384,855
Other meats and meat products, canned ¹	326,664	344,711
Lamb and mutton (except canned)	73,111	108,786
Lard, (includes rendered pork fat)	47,897,570	69,813,093
Tallow, edible	771,927	441,148
Tallow, inedible	136,056,858	87,133,867
Inedible animal oils, n.e.c.	163,764	105,781
Inedible animal greases and fats, n.e.c.	8,913,376	18,474,373

IMPORTS—

	2,852,007	2,745,451
Beef, fresh or frozen	1,550	1,052
Beef and veal, pickled or cured	656,636	451,297
Canned beef (includes corned beef)	7,635,021	3,715,300
Pork, fresh or chilled or frozen	2,008,434	2,441,583
Hams, shoulders, bacon and other pork ¹	217,442	479,863
Canned cooked hams and shoulders	7,805,937	8,038,442
Other pork, prepared or preserved ²	602,944	822,028
Meats, fresh, chilled, frozen, n.e.s.	19,800	244,201
Meats, canned, prep. or pres. n.e.s.	977,794	327,954
Lamb, mutton and goat meat	70,967	119,446
Tallow, inedible	59,900	474,420
Tallow, edible	—	—

¹Not cooked, boned or canned or made into sausage.

²Includes fresh pork sausage.

PROCESSED MEATS . . . SUPPLIES

AMI PROVISION STOCKS

Pork stocks, as reported to the American Meat Institute, totaled 230,700,000 lbs. on March 2. This amount was 32 per cent smaller than the 338,900,000 lbs. in stock on March 3, last year.

Stocks of lard and rendered pork fat totaled 70,600,000 lbs., or 30 per cent below the 100,700,000 lbs. in stock about a year earlier.

	Mar. 2 stocks as Percentages of Inventories on Feb. 16 1937	Mar. 3 1936
HAMS:		
Cured, S.P.-D.C.	108	50
Frozen for cure, S.P.-D.C.	108	132
Total hams	108	88
PICNICS:		
Cured, S.P.-D.C.	100	70
Frozen for cure, S.P.-D.C.	98	63
Total picnics	98	65
BELLIES:		
Cured, D.S.	102	63
Frozen for cure, D.S.	119	106
Cured, S.P.-D.C.	99	73
Frozen for cure, S.P.-D.C.	108	52
OTHER CURED MEATS:		
Cured and in cure	102	100
Frozen and in cure	97	66
Total other	100	82
FAT BACKS:		
Cured, D.S.	101	123
FRESH FROZEN:		
Loins, spareribs, neckbones, trimmings, other—Total	106	69
TOT. ALL PORK MEATS	106	68
LARD	104	69
RENDERED PORK FAT	96	104

New Spain Slaughter Plant

A new, modern slaughter plant is nearing completion in Lugo, Spain. With a cold storage capacity of 4,500 tons of meat, the plant will be able to handle the slaughter of 500 cattle, 250 hogs and 3,500 sheep per day.

CHICAGO LARD STOCKS

Lard inventories in Chicago on February 28 totaled 34,169,082 lbs., according to the Chicago Board of Trade. This volume compared with 26,940,175 lbs., in storage on February 15 and 47,555,440 lbs. on February 29, 1956.

Lard stocks by classes appear below in lbs. as follows.

	Feb. 28, 1957	Feb. 15, 1957	Feb. 29, 1956
P.S. Lard (a)	24,953,845	11,515,900	36,278,409
P.S. Lard (b)	3,440,000	4,944,657	40,000
Dry Rendered Lard (a)	2,265,237	1,349,000	8,250,031
Dry Rendered Lard (b)	1,363,000	3,370,618	...
Other Lard	2,147,000	2,160,000	2,987,000
TOTAL LARD	34,169,082	26,940,175	47,555,440

(a) Made since Oct. 1, 1956.

(b) Made previous to Oct. 1, 1956.

Meat Index Edges Upward

The wholesale price index on meats edged upward in the week ended February 26 to 80.8 after falling more than one point to 80.7 the week before, a Bureau of Labor Statistics report indicated. The average primary market price index on the other hand, declined a small fraction to 116.8.

U. S. Lard Storage Stocks

Stocks of lard and rendered pork fat at packing plants, factories and warehouses, refrigerated and non-refrigerated, on January 31, 1956, totaled 101,098,000 lbs., according to the Bureau of Census. This was a decrease from 111,637,000 lbs. a month before, and about an 82 per cent decline from 183,615,000 lbs. in storage a year earlier.

Need for Check-Off On Meat Cited at Minn.-Ia. Hog Confab

Need for a meats check-off plan for education, research, product improvement and promotion was stressed strongly at the Minnesota-Iowa Swine Institute held recently in Austin, Minn. Producers of the two states were urged to take the lead in developing the means of building improved production practices and to support the check-off at the rate of 5c on each hog marketed.

True D. Morse, undersecretary of agriculture, commenting on hog production and meat merchandising in general, pointed out that farmers can improve their markets by "teaming" with other segments of the meat industry which work in closer contact with the consuming public. Morse indicated further that it is up to the farmer to produce the kind of lean meat the consumer prefers.

JAN. KILL BY REGIONS

United States federally inspected slaughter by regions in January, 1957, with totals compared in 000's:

Region:	Cattle	Calves	Hogs	Lambs
N. Atl. States	145	101	584	215
S. Atl. States	48	39	300	...
N. C. States—East	369	223	1,414	146
N. C. States—N.W.	523	117	2,069	450
N. C. States—S.W.	189	28	494	105
S. Central States	205	96	444	85
Mountain States	126	8	107	137
Pacific States	236	46	242	185
Totals, 1957	1,851	657	5,655	1,333
Totals, Dec. 1956	1,686	605	5,698	1,062
Totals, Jan. 1956	1,697	602	6,705	1,329

Other animals slaughtered under Federal inspection: January 1957—horses, 14,029; goats, 3,465. January 1956—horses, 16,035; goats, 4,260.

Data furnished by USDA Research Service.

DOMESTIC SAUSAGE

(l.c.l. prices)

Pork sausage, bulk	
in 1-lb. roll	31 @ 41
Pork sausage, sheep cas.	
1-lb. pkge.	54 @ 60
Frankfurters, sheep casing, 1-lb. pkge.	53 @ 59
Frankfurters, skinless, 1-lb. pkge.	42 @ 45
Bologna, (ring)	41 @ 46
Bologna, artificial cas.	34 @ 40
Smoked liver, hog bungs	44 @ 48
Smoked liver, art. cas.	35 @ 43
Polish sausage, smoked	51 @ 54
New Eng. lunch, spec.	61 @ 66
Olive loaf	44 @ 48 1/2
Tongue and blood	41 @ 43 1/2
Pepper loaf	56 @ 61
Pickle & Pimiento loaf	41 @ 44

SEEDS AND HERBS

(l.c.l. prices)

	Whole	Ground for sausage
Caraway seed	26	31
Cominos seed	31	36
Mustard seed:		
fancy	23	
yellow Amer.	17	
Oregano	34	
Coriander		
Morocco, No. 1	21	25
Marjoram		
French	73	78
Sage, Dalmatian		
No. 1	58	66

DRY SAUSAGE

(l.c.l. prices)

Cervelat, ch. hog bungs	92 @ 94
Thuringer	47 @ 50
Farmer	74 @ 78
Holsteiner	76 @ 79
B. C. Salami	81 @ 84
Pepperoni	71 @ 74
Genoa style salami, ch.	97 @ 1.00
Cooked salami	45 @ 47
Sicilian	84 @ 87
Goteborg	74 @ 77
Mortadella	51 @ 54

SPICES

(Basis, Chicago, original barrels, bags, bales)

	Whole	Ground
Allspice, prime	96	1.06
Resifted	1.04	1.13
Chili, pepper	45	
Chili, powder	52	
Cloves, Zanzibar	68	79
Ginger, Jam., unbl.	1.21	1.30
Mace, fancy Banda	3.50	4.10
West Indies	3.90	
East Indies	3.90	
Mustard flour, fancy	37	
No. 1	33	
West India Nutmeg	2.98	
Paprika, Spanish	...	
Pepper, cayenne	54	
Pepper:		
Red, No. 1	54	
White	47	51
Black	32	36

SAUSAGE CASINGS

(l.c.l. prices quoted to manufacturers of sausage.)

Beef rounds—	
Export, narrow,	32/35 mm. 1.10 @ 1.35
Export, med., 35/38	1.00 @ 1.10
Export, med., wide,	38/40 mm. 1.00 @ 1.45
Export, wide,	40/44 mm. 1.30 @ 1.60
Export, jumbo,	44/up. 2.05 @ 2.50
Domestic, regular	70 @ 90
Domestic, wide	80 @ 1.10
Weasands, No. 1,	24 inch/up. 12 @ 16
Weas., No. 2,	22in./up. 9 @ 14
Sewing, 1 1/4 @ 2 1/4 in.	1.40 @ 1.65
Select, wide, 2 @ 2 1/4 in.	1.85 @ 2.10
Extra select,	2 1/4 @ 2 1/2 in. 2.60 @ 2.90
Caps, clear, 5 in./up.	35
Caps, clear, 4 1/2 @ 5 in.	32
Caps, clear, 4 @ 4 1/2 in.	19
Caps, not clear,	4 1/2 in./up. 18
Dried or salt bladders,	piece:
8-10 in. wide, flat.	11 @ 13
10-12 in. wide, flat.	12 @ 14
12-15 in. wide, flat.	18 @ 20
Pork Casings:	
Extra narrow, 29 mm.	and down 4.50 @ 4.75
Narrow,	29 @ 32 mm. 4.50 @ 4.75
Medium,	32 @ 35 mm. 2.75 @ 3.00

Special medium, 35 @ 38 mm.	2.40 @ 2.75
Hog Bungs	
Sow, 34 in. cut	55 @ 60
Export, 34 inch cut	47 @ 50
Large prime, 34 in.	34 @ 37
Med. prime, 34 in.	24 @ 27
Small prime,	16 @ 22
Middles, 1 per set,	55 @ 60
Cap off	55 @ 60
Sheep Casings (per hank):	
26/28 mm.	5.50 @ 6.00
24/26 mm.	6.05 @ 6.30
22/24 mm.	4.80 @ 5.10
20/22 mm.	4.10 @ 4.40
18/20 mm.	2.95 @ 3.25
16/18 mm.	1.75 @ 2.30

CURING MATERIALS

Nitrite of soda, in 400-lb. cwt.	
bbis., del. or f.o.b. Chgo.	\$11.25
Pure rfd., gran. nitrate of soda	8.65
Pure rfd. powdered nitrate of soda	8.65
Salt, paper sacked, f.o.b. Chgo., gran. carlots, ton.	29.44
Rock salt, ton in 100-lb. bags, f.o.b. whse., Chgo.	27.44
Sugar—	
Raw, 96 basis, f.o.b. N.Y.	6.15
Refined standard cane gran. basis (Chgo.)	8.70
Packers curing sugar, 100-lb. bags, f.o.b. Reserve, La., less 2%	8.50
Dextrose, (less 20c):	
Cerelose, regular, cwt.	7.00
Ex-Warehouse, Chicago	7.20

BEEF-VEAL-LAMB... Chicago and outside

CHICAGO

March 5, 1957

WHOLESALE FRESH MEATS

CARCASS BEEF

Steers, gen. range: (Carlots, lb.)	
Prime, 700/800	35 1/2
Choice, 500/600	33 1/2 @ 34
Choice, 600/700	34 @ 34 1/2
Choice, 700/800	32 1/2 @ 33
Good, 500/600	29 1/2 @ 30
Good, 600/700	27
Bull	27
Commercial cow	24 @ 24 1/2
Canner-cutter cow	23 1/2 @ 23 3/4

PRIMAL BEEF CUTS

Prime:	
Hindqtrs., 5/800	None qtd.
Foreqtrs., 5/800	None qtd.
Rounds, all wts.	41n
Td. loins, 50/70 (lcl) 78	@ 28
Sq. chucks, 70/90	28
Arm chucks, 80/110	26 1/2 @ 27
Briskets, (lcl)	28 1/2 @ 28 1/2
Ribs, 25/35 (lcl)	50 @ 53
Navel, No. 1	10 1/2 @ 11
Flanks, rough No. 1	12
Choice:	
Hindqtrs., 5/800	40 1/2
Foreqtrs., 5/800	26 @ 27
Rounds, all wts.	40
Td. loins, 50/70 (lcl) 56	@ 63
Sq. chucks, 70/90	28
Arm chucks, 80/110	26 1/2 @ 27
Briskets, (lcl)	28 1/2 @ 28 1/2
Ribs, 25/35 (lcl)	41 @ 46
Navel, No. 1	10 1/2 @ 11
Flanks, rough No. 1	12
Good (all wts.):	
Rounds	37 @ 38
Sq. cut chucks	26 1/2 @ 29
Briskets	27 @ 28
Ribs	36 @ 41
Loins	48 @ 53

COW & BULL TENDERLOINS

Fresh J/L	C-C grade	Froz. C/L
55 @ 57	Cow, 4/dn.	57 @ 59
75 @ 77	Cow, 3/4	64 @ 66
80 @ 82	Cow, 4/5	68 @ 70
88	Cow, 5/up	86 @ 88
88	Bull, 5/up	88 @ 90

BEEF HAM SETS

Insides, 12/up	41
Outsides, 8/up	37
Knuckles, 7 1/2/up	41

CARCASS MUTTON

Choice, 70/down	18 @ 19
Good, 70/down	17 @ 18
n-nominal.	

BEEF PRODUCTS

(Frozen, carlots, lb.)

Tongues, No. 1, 100's	26 3/4
Hearts, regular 100's	12 @ 12 1/4
Livers, selected, 35/50's	25 1/2
Livers, regular, 35/50's	16 1/2
Lips, scalded, 100's	12
Lips, unscaled, 100's	9
Tripe, scalded, 100's	5 1/2 @ 6
Tripe, cooked, 100's	6 1/2
Melts, 100's	7 1/4
Lungs 100's	7 1/2
Udders, 100's	5 1/2

FANCY MEATS

(l.c.l. prices)

Beef tongues, corned	37 1/2
Veal breads,	
under 12 oz.	83
12 oz./up	84
Calf tongues, 1-lb./dn.	18
Oxtails, fresh, select	20

BEEF SAUS. MATERIALS

FRESH

Canner-cutter cow	
meat, barrels	33 1/2 @ 33 1/2
Bull meat, boneless,	
barrels	36 1/2
Beef trim., 75/85%	25
barrels	25
Beef trim., 85/90%,	
barrels	29
Boneless chucks,	
barrels	32 1/2
Beef cheek meat,	
trimmed, barrels	22
Shank meat, bbls.	33 1/2 @ 33 1/2
Beef head meat, bbls.	18
Veal trim., boneless,	
barrels	28 @ 28 1/2

VEAL-SKIN OFF

(l.c.l. carcass prices)

Prime, 90/120	\$48.00 @ 49.00
Prime, 120/150	47.00 @ 48.00
Choice, 90/120	42.00 @ 45.00
Choice, 120/150	42.00 @ 45.00
Good, 50/90	32.00 @ 38.00
Good, 90/120	39.00 @ 42.00
Good, 120/150	39.00 @ 42.00
Stand., all wts.	29.00 @ 36.00

CARCASS LAMB

(l.c.l. prices)

Prime, 35/45	None qtd.
Prime, 45/55	None qtd.
Prime, 55/65	None qtd.
Choice, 35/45	44
Choice, 45/55	42
Choice, 55/65	39 @ 40
Good, all wts.	42 @ 43

PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles	San Francisco	No. Portland
FRESH BEEF (Carcass):	Mar. 5	Mar. 5	Mar. 5
STEER:			
Choice:			
500-600 lbs.	\$35.00 @ 37.00	\$35.00 @ 36.00	\$35.00 @ 37.50
600-700 lbs.	34.50 @ 36.00	34.00 @ 35.00	33.50 @ 36.50
Good:			
500-600 lbs.	33.00 @ 35.00	34.00 @ 35.00	32.00 @ 35.00
600-700 lbs.	31.00 @ 33.00	31.00 @ 33.00	31.00 @ 33.00
Standard:			
350-600 lbs.	31.00 @ 33.00	29.00 @ 32.00	29.00 @ 32.00
COW:			
Standard, all wts.	None quoted	28.00 @ 30.00	None quoted
Commercial, all wts.	26.50 @ 28.00	26.00 @ 28.00	28.00 @ 30.00
Utility, all wts.	25.50 @ 27.00	25.00 @ 27.00	26.00 @ 29.00
Canner-cutter	None quoted	22.00 @ 23.00	24.00 @ 27.00
Bull, util. & com'l.	28.00 @ 31.00	29.00 @ 31.00	None quoted
FRESH CALF:	(Skin-off)	(Skin-off)	(Skin-off)
Choice:			
200 lbs. down	37.00 @ 40.00	38.00 @ 40.00	38.00 @ 43.00
Good:			
200 lbs. down	32.00 @ 36.00	36.00 @ 38.00	36.00 @ 38.00
LAMB (Carcass):			
Prime:			
45-55 lbs.	37.00 @ 39.00	None quoted	38.50 @ 40.50
55-65 lbs.	35.00 @ 37.00	None quoted	35.00 @ 38.50
Choice:			
45-55 lbs.	37.00 @ 39.00	38.00 @ 42.00	38.50 @ 40.00
55-65 lbs.	35.00 @ 37.00	36.00 @ 40.00	35.00 @ 38.00
Good, all wts.	34.00 @ 38.00	34.00 @ 38.00	35.00 @ 38.00
MUTTON (EWE):			
Choice, 70 lbs. down	None quoted	None quoted	None quoted
Good, 70 lbs. down	None quoted	None quoted	None quoted

NEW YORK

March 5, 1957

BEEF CUTS

Steer:	(l.c.l. prices)	Western	Cwt.
Prime, carc., 6/700	\$40.50 @ 42.50		
Prime, carc., 7/800	39.50 @ 41.50		
Choice, carc., 6/700	35.00 @ 37.00		
Choice, carc., 7/800	34.00 @ 35.50		
Good, carc., 6/700	32.00 @ 33.50		
Good, carc., 7/800	31.00 @ 32.00		
Hinds, pr., 6/700	50.00 @ 55.00		
Hinds, pr., 7/800	51.00 @ 56.00		
Hinds, ch., 6/700	44.00 @ 47.00		
Hinds, ch., 7/800	42.00 @ 44.00		
Hinds, gd., 6/700	38.00 @ 39.00		
Hinds, gd., 7/800	37.00 @ 38.00		

FANCY MEATS

(l.c.l. prices)

Veal breads, 6/12 oz.	80
12 oz./up	89
Beef livers, selected	32
Beef kidneys	17
Oxtails, 3/4 lb., frozen	16

LAMB

(l.c.l. carcass prices, cwt.)

City	
Prime, 30/40	\$45.00 @ 49.00
Prime, 40/45	46.00 @ 50.00
Prime, 45/55	43.00 @ 45.00
Prime, 55/65	42.00 @ 44.00
Choice, 30/40	45.00 @ 47.00
Choice, 40/45	46.00 @ 49.00
Choice, 45/55	43.00 @ 44.00
Choice, 55/65	41.00 @ 42.00
Good, 30/40	43.00 @ 45.00
Good, 40/45	43.00 @ 44.00
Good, 45/55	41.00 @ 42.00

Western

Prime, 45/dn.	43.00 @ 44.00
Prime, 45/55	41.00 @ 43.00
Prime, 55/65	38.00 @ 41.00
Choice, 45/dn.	42.00 @ 43.00
Choice, 45/55	40.00 @ 42.00
Choice, 55/65	37.00 @ 40.00
Good, 45/dn.	39.00 @ 40.00
Good, 45/55	37.00 @ 38.00

VEAL-SKIN OFF

(l.c.l. carcass prices)	Western
Prime, 90/120	\$44.00 @ 50.00
Choice, 90/120	39.00 @ 43.00
Good, 50/90	35.00 @ 37.00
Good, 90/120	36.00 @ 38.00
Stand., 50/90	30.00 @ 32.00
Stand., 90/120	32.00 @ 34.00
Calf, 200/dn., ch.	30.00 @ 33.00
Calf, 200/dn., gd.	28.00 @ 31.00
Calf, 200/dn., std.	27.00 @ 29.00

N. Y. MEAT PRICES

Receipts reported by the USDA
Marketing Service, week ended
March 2, 1957, with comparisons:

STEER AND HEIFER: Carcasses	
Week ended Mar. 2	11,779
Week previous	11,571
COW:	
Week ended Mar. 2	1,119
Week previous	840
BULL:	
Week ended Mar. 2	385
Week previous	405
VEAL:	
Week ended Mar. 2	15,238
Week previous	10,617
LAMB:	
Week ended Mar. 2	31,046
Week previous	27,613
MUTTON:	
Week ended Mar. 2	1,048
Week previous	1,045
HOG AND PIG:	
Week ended Mar. 2	9,985
Week previous	7,895
PORK CUTS:	Lbs.
Week ended Mar. 2	1,054,452
Week previous	925,305
BEEF CUTS:	
Week ended Mar. 2	226,933
Week previous	361,940
VEAL AND CALF CUTS:	
Week ended Mar. 2	2,041
Week previous	3,215
LAMB AND MUTTON:	
Week ended Mar. 2	13,728
Week previous	3,851
BEEF CURED:	
Week ended Mar. 2	13,224
Week previous	13,724
PORK CURED AND SMOKED:	
Week ended Mar. 2	331,583
Week previous	257,803

LOCAL SLAUGHTER

CATTLE:	Head
Week ended Mar. 2	14,164
Week previous	11,942
CALVES:	
Week ended Mar. 2	10,605
Week previous	8,017

HOGS:	
Week ended Mar. 2	66,365
Week previous	55,992
SHEEP:	
Week ended Mar. 2	38,851
Week previous	35,076

COUNTRY DRESSED MEAT

VEAL:	Carc. rec'd.
Week ended Mar. 2	8,009
Week previous	6,157
HOGS:	
Week ended Mar. 2	7
Week previous	25
LAMB AND MUTTON:	
Week ended Mar. 2	214
Week previous	249

PHILA. FRESH MEATS

March 5, 1957

WESTERN DRESSED

STEER CARCASSES: (Cwt.)	
Choice, 500/800	\$34.00 @ 36.50
Choice, 800/900	33.50 @ 35.00
Good, 500/800	31.50 @ 33.50
Hinds, choice	43.00 @ 46.00
Hinds, good	38.00 @ 42.00
Rounds, choice	43.00 @ 45.00
Rounds, good	38.00 @ 41.00

COW CARCASSES:

Com'l. all wts.	26.50 @ 28.00
Utility, all wts.	25.00 @ 26.50

VEAL (SKIN OFF):

Choice, 90/120	42.00 @ 46.00
Choice, 120/150	42.00 @ 46.00
Good, 50/90	36.00 @ 38.00
Good, 90/120	38.00 @ 40.00
Good, 120/150	39.00 @ 41.00

LAMB:

Ch. & pr., 30/45	42.00 @ 45.00
Ch. & pr., 45/55	40.00 @ 44.00
Good, 30/45	38.00 @ 40.00
Good, 45/55	38.00 @ 40.00

LOCALLY DRESSED

STEER BEEF (lb.) Choice Good	
Carc., 5/700	35 1/2 @ 37 3/4 @ 34
Carc., 7/800	35 @ 36 1/2 @ 32 1/2 @ 33 1/2
Hinds, 5/700	44 @ 46 @ 40 @ 42
Hinds, 7/800	42 1/2 @ 45 @ 38 @ 41
Rounds, no flank	43 @ 46 @ 41 @ 43
Hip rd. plus flank	42 @ 45 @ 40 @ 42
Full loins, untrim.	44 @ 48 @ 40 @ 43
Short loin, untrim.	50 @ 59 @ 44 @ 48
Ribs (7 bone)	44 @ 50 @ 40 @ 44
Arm chucks	29 @ 31 @ 27 @ 29
Briskets	28 @ 30 @ 28 @ 30
Short plates	13 @ 16 @ 13 @ 16



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PORK AND LARD ... Chicago and outside

CHICAGO PROVISION MARKETS

From the National Provisioner Daily Market Service

CASH PRICES

(Cariot basis, Chicago price zone, March 6, 1957)

SKINNED HAMS		BELLIES	
Fresh or F.F.A.	Frozen	Fresh or F.F.A.	Frozen
43	10/12	43	32n
42@42½	12/14	42	32
41	14/16	41	29½
40	16/18	40	29
39½@40	18/20	39½@40	27@27½
39½	20/22	39½	26
39½	22/24	39½	24½
39	24/26	39	
37½	25/30	37½	
36½	25/up, 2's in.	36n	
Ham quotations based on product conforming to Board of Trade definition regarding new trim.			
PICNICS		FRESH PORK CUTS	
Fresh or F.F.A.	Frozen	Job Lot	Car Lot
23	4/6	23	40@41
22	6/8	22	39...
22	8/10	22	38...
22n	10/12	22n	37...
22n	12/14	22n	32@33
22	8/up, 2's in.	22n	31½
FAT BACKS		OTHER CELLAR CUTS	
Fresh or Frozen	Cured	Fresh or Frozen	Cured
10½n	6/8	11½n	15½n
10½n	8/10	11	11n
10½n	10/12	11½n	11n
11½n	12/14	11½n	11n
13n	14/16	11½n	11n
14n	16/18	11½n	11n
14½n	18/20	11½n	11n
14½n	20/25	11½n	11n

n—nominal, a—asked.

LARD FUTURES PRICES

NOTE: Add ½¢ to all price quotations ending in 2 or 7.

FRIDAY, MAR. 1, 1957			
Open	High	Low	Close
Mar. 14.55	14.75	14.55	14.70
May 14.62	14.95	14.62	14.90
July 14.65	15.00	14.60	14.95a
-60			
Sept. 14.50	14.82	14.50	14.82
Oct. 14.40	14.50	14.40	14.50b
Sales: 11,040,000 lbs.			
Open interest at close Thurs., Feb. 28: Mar. 504, May 745, July 317, Sept. 118, and Oct. 23 lots.			
MONDAY, MAR. 4, 1957			
Mar. 14.65	14.77	14.65	14.75
May 14.85	14.97	14.85	14.90
-87			-92
July 14.92	14.95	14.90	14.92
-90			
Sept. 14.82	14.82	14.80	14.82
Oct. 14.60	14.60	14.60	14.60
Sales: 6,720,000 lbs.			
Open interest at close Fri., Mar. 1: Mar. 387, May 776, July 329, Sept. 120, and Oct. 24 lots.			
TUESDAY, MAR. 5, 1957			
Mar. 14.77	14.80	14.65	14.80a
May 14.85	15.00	14.85	14.97
-15.00			
July 14.92	14.97	14.82	14.97b
Sept. 14.75	14.82	14.75	14.82
Oct. 14.55	14.55	14.55	14.55
Sales: 5,560,000 lbs.			
Open interest at close Mon., Mar. 4: Mar. 378, May 786, July 341, Sept. 132, and Oct. 27 lots.			
WEDNESDAY MAR. 6, 1957			
Mar. 14.75	14.87	14.65	14.70b
May 14.95	15.05	14.90	14.92b
July 14.95	15.05	14.95	15.00
-15.00			
Sept. 14.85	14.85	14.80	14.82b
Oct. 14.55	14.57	14.55	14.55a
Sales: 5,660,000 lbs.			
Open interest at close Tues., Mar. 5: Mar. 377, May 789, July 338, Sept. 136, and Oct. 27 lots.			
THURSDAY, MAR. 7, 1957			
Mar. 14.70	14.75	14.62	14.67
May 14.87	14.97	14.85	14.87b
July 14.95	15.05	14.90	14.92b
Sept. 14.80	14.90	14.80	14.85a
Oct. 14.60	14.60	14.52	14.52a
Sales: 4,000,000 lbs.			
Open interest at close Wed., Mar. 6: Mar. 370, May 800, July 339, Sept. 150, and Oct. 27 lots.			

n—nominal, b—bid, a—asked.

HOG VALUES DIP SHARPLY THIS WEEK

(Chicago costs, credits and realizations for first two days of week.)

Hog cut-out values fell off sharply this week after last week's sensational improvement in margins. Markdowns were general on all pork products, with lean cuts sustaining the most drastic downward price adjustments. Only handyweight porkers remained in the positive column.

	—180-220 lbs.—	—220-240 lbs.—	—240-270 lbs.—
	Value	Value	Value
per cwt.	per cwt.	per cwt.	per cwt.
live	live	live	live
yield	yield	yield	yield
Lean cuts	\$11.69	\$16.68	\$11.23
Fat cuts, lard	5.72	8.19	5.78
Ribs, trimmings, etc.	1.80	2.57	1.64
Cost of hogs	\$16.62	\$17.07	\$16.80
Condemnation loss	.08	.08	.08
Handling, overhead	1.72	1.60	1.33
TOTAL COST	18.47	26.38	18.75
TOTAL VALUE	19.21	27.44	18.65
Cutting margin	+\$.74	+\$1.06	-\$.10
Margin last week	1.26	1.80	.55

PACIFIC COAST WHOLESALE PORK PRICES

	Los Angeles	San Francisco	No. Portland
	Mar. 5	Mar. 5	Mar. 5
FRESH PORK (Carcass): (Packer style)	(Shipper style)	(Shipper style)	(Shipper style)
80-120 lbs., U.S. No. 1-3. None quoted	None quoted	None quoted	None quoted
120-170 lbs., U.S. No. 1-3. \$31.00@33.50	None quoted	None quoted	\$28.50@30.00
FRESH PORK CUTS, No. 1:			
LOINS:			
8-10 lbs.	43.00@48.00	\$48.00@52.00	46.00@50.00
10-12 lbs.	43.00@48.00	48.00@52.00	46.00@50.00
12-16 lbs.	43.00@48.00	44.00@48.00	46.00@50.00
PICNICS:	(Smoked)	(Smoked)	(Smoked)
4-8 lbs.	30.00@34.00	32.00@36.00	32.00@34.00
HAMS, Skinned:			
12-16 lbs.	48.00@52.00	52.00@56.00	48.00@52.00
16-18 lbs.	47.00@51.00	52.00@56.00	48.00@51.00
BACON "Dry" Cure, No. 1:			
6-8 lbs.	45.00@52.00	52.00@56.00	47.00@51.00
8-10 lbs.	45.00@51.00	48.00@52.00	44.00@48.00
10-12 lbs.	44.00@50.00	46.00@50.00	42.00@46.00
LARD, Refined:			
1-lb. cartons	19.00@21.00	22.00@23.00	17.00@20.00
50-lb. cartons & cans	18.00@20.75	20.00@22.00	None quoted
Tierces	17.00@20.25	18.00@20.00	15.00@19.00

N. Y. FRESH PORK CUTS

March 5, 1957

	City
	Box lots
Hams, sknd., 10/14	\$45.00@48.00
Pork loins, 8/12	43.00@47.00
Pork loins, 12/16	42.00@46.00
Boston butts, 4/8	34.00@38.00
Regular picnics, 4/8	27.00@29.00
Spareribs, 3/down	41.00@45.00
Pork trim., regular	25.00
Pork trim., spec. 80%	39.00
(L.C.I. prices cwt.)	Western
Pork loins, 8/12	40.00@45.00
Pork loins, 12/16	39.00@44.00
Hams, sknd., 10/14	45.00@48.00
Boston butts, 4/8	34.00@38.00
Picnics, 4/8	28.00@29.00
Spareribs, 3/down	38.00@42.00

N. Y. DRESSED HOGS

(L.C.I. prices)

	(Heads on, leaf fat in)
50 to 75 lbs.	\$28.25@31.25
75 to 100 lbs.	28.25@31.25
100 to 125 lbs.	28.25@31.25
125 to 150 lbs.	28.25@31.25

CHGO. WHOLESALE SMOKED MEATS

March 5, 1957

Hams, skinned, 14/16 lbs. (Av.)	49
Hams, skinned, 14/16 lbs., ready-to-eat, wrapped	50
Hams, skinned, 16/18 lbs., wrapped	48
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped	49
Bacon, fancy trimmed, brisket off, 8/10 lbs., wrapped	43
Bacon, fancy sq. cut, seedless, 12/14 lbs., wrapped	42
Bacon, No. 1 sliced, 1 lb. heat seal, self service pkge.	54

PHILA. FRESH PORK

March 5, 1957

	WESTERN DRESSED
	PORK CUTS—U.S. No. 1-3, lb.
Reg. loins, trnd., 8/12	40@43
Reg. loins, trnd., 12/16	40@43
Butts, Boston, 4/8	34@36
Spareribs, 3/down	40@42
	LOCALLY DRESSED
Pork loins, 8/12	41@46
Pork loins, 12/16	41@45
Bellies, 10/12	28@32
Spareribs, 3/down	40@44
Skinned hams, 10/12	48@50
Skinned hams, 12/14	45@48
Picnics, 4/8	27@30
Boston Butts, 4/8	35@39

HOG-CORN RATIOS

The hog-corn ratio based on barrows and gilts at Chicago for the week ended Mar. 2, 1957 was 13.4, the U. S. Department of Agriculture has reported. This ratio compared with the 13.1 ratio for the preceding week and 9.6 a year ago. These ratios were calculated on the basis of No. 3 yellow corn selling at \$1.264, \$1.228, and \$1.245 per bu. during the three periods, respectively.



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BY-PRODUCTS...FATS AND OILS

BY-PRODUCTS MARKET

Wednesday, Mar. 6, 1957

⬆BLOOD
Unground, per unit of ammonia 6.00n
bulk 6.00n

⬆DIGESTER FEED TANKAGE MATERIAL
Wet rendered, unground, loose:
Low test 6.00n
Med. test 6.00n
High test 6.00n
Liquid stick, tank cars 2.00n

⬆PACKINGHOUSE FEEDS
Carlots, ton
50% meat, bone scraps, bagged \$ 65.00@ 75.00
50% meat, bone scraps, bulk ... 62.50@ 72.50
55% meat scraps, bagged 77.50
60% digester tankage, bagged ... 75.00@ 80.00
60% digester tankage, bulk ... 72.50@ 77.50
60% blood meal, bagged 115.00@ 120.00
Steam bone meal, bagged 85.00
(Specially prepared) 70.00
60% steam bone meal, bagged ... 70.00

FERTILIZER MATERIALS
Feather tankage, ground,
per unit ammonia \$4.50@5.00
Hoof meal, per unit ammonia \$5.00@5.25n

⬆DRY RENDERED TANKAGE
Low test, per unit prot. 1.20@1.25
Med. test, per unit prot. 1.15@1.20
High test, per unit prot. 1.10@1.25

GELATINE AND GLUE STOCKS
Cwt.
Calf trimmings, limed (glue) 1.25@ 1.35
Hide trims., green salted (glue) ... 7.00
Cattle jaws, scraps and knuckles,
(gelatine, glue), per ton 55.00@57.00
Pig skin scraps (gelatine) 7.50@ 8.00

ANIMAL HAIR
Winter coil dried, per ton \$90.00@95.00
Summer coil dried, per ton \$42.50@45.00
Cattle switches, per piece \$3½@5½
Winter processed (Nov.-March) \$18½n
Gray, lb. \$11n
Summer processed (April-Oct.) \$11n
Gray, lb. \$11n

⬆F.O.B. Chgo. *Delivered. n—nom. a—asked.

TALLOWs and GREASES

Wednesday, March 6, 1957

A fair trade came about late last week in inedible tallow and greases, and mostly at steady prices. Bleachable fancy tallow traded at 7c, and special tallow and B-white grease at 6½@6¾c, all c.a.f. Chicago, the latter two prices depending on favorable freight points. Several tanks of original fancy tallow changed hands at 8¼c, c.a.f. New York. A few tanks of yellow grease traded at 6c, c.a.f. Chicago.

On Monday of the new week, edible tallow was available at 11½c, f.o.b. River points, and at 12¼c, c.a.f. Chicago, with reports of trading at that basis. The inedible tallow and grease market showed no change from late last week, with inquiry basis at last trading levels.

Tuesday's action was only fair, with steady to fractionally higher prices paid. Several tanks of bleachable fancy tallow sold at 7@7½c, c.a.f. Chicago, specifications considered. Bleachable fancy tallow, regular pro-

duction, sold at 7¾c, delivered New York. Choice white grease, all hog, was still bid at 8¾c, same delivery point, but held ½c higher. Several tanks of special tallow sold at 6½@6¾c, delivered Chicago. Yellow grease was bid at 6c, c.a.f. Chicago, and at 6¼@6¾c, c.a.f. East. Some product reportedly traded at 7c, c.a.f. New York, but confirmation was lacking. Traders talked 7½c, c.a.f. Chicago on the choice white grease, not all hog. Edible tallow sold at 12¼c, c.a.f. Chicago, several tanks involved.

Several tanks of choice white grease, all hog, sold at midweek for 8¾c, delivered East. Bleachable fancy tallow regular production, was held at 8c, c.a.f. East, with bids at 7¾c. No significant change was reported in the Midwest. Steady identical bids were in the market, with offerings still light. Edible tallow was available at 12¼c, Chicago, and at 11½c, f.o.b. River points.

TALLOWs: Wednesday's Quotations: edible tallow, 11½c, f.o.b. River and 12¼c, Chicago basis; original fancy tallow, 7¼@7¾c; bleachable fancy tallow, 7@7½c; prime tallow, 6¾c; special tallow, 6½@



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6½c; No. 1 tallow, 6¼c, and No. 2 tallow, 5¾c.

GREASES: Wednesday's quotations: choice white grease, not all hog, 7½c; B-white grease 6½@6¾c; yellow grease, 6c; house grease, 5½c, and brown grease, 5¼c. Choice white grease, all hog, was quoted at 8¾c, c.a.f. East.

EASTERN BY-PRODUCTS

New York, Mar. 6, 1957
Dried blood was quoted Wednesday at \$4.75@\$5 per unit of ammonia. Low test wet rendered tankage was listed at \$4.75@\$5 per unit of ammonia and dry rendered tankage was priced at \$1.05.

N.Y. COTTONSEED OIL FUTURES

FRIDAY, MAR. 1, 1957

	Open	High	Low	Close	Prev. close
Mar.	15.81b	16.05	16.00	16.09b	15.85b
May	16.13b	16.30	16.20	16.28	16.14
July	16.10b	16.30	16.20	16.29	16.12
Sept.	16.07	16.07	16.01	16.07	15.88
Oct.	15.65b	15.84	15.84	15.84	15.65
Dec.	15.50b	15.72	15.60	15.70	15.49
Jan.	15.50b	.....	.....	15.70b	15.49b
Mar.	15.45b	.....	.....	15.60b	15.44b
May ....	.....	.....	.....	15.55b	15.43b

Sales: 154 lots.

MONDAY, MAR. 4, 1957

	Open	High	Low	Close	Prev. close
Mar.	16.07	16.30	16.07	16.28	16.00b
May	16.32b	16.47	16.32	16.43	16.28
July	16.33	16.48	16.33	16.44	16.29
Sept.	16.08b	16.34	16.15	16.27	16.07
Oct.	15.82b	.....	.....	15.95b	15.84
Dec.	15.68b	15.86	15.77	15.79b	15.70
Jan.	15.68b	.....	.....	15.79b	15.70b
Mar.	15.60b	15.77	15.77	15.77	15.60b
May ....	.....	.....	.....	15.70b	15.55b

Sales: 365 lots.

TUESDAY, MAR. 5, 1957

	Open	High	Low	Close	Prev. close
Mar.	16.16b	16.23	16.20	16.22b	16.28
May	16.38	16.47	16.35	16.44	16.43
July	16.40	16.50	16.37	16.47	16.44
Sept.	16.25	16.29	16.20	16.25	16.27
Oct.	15.92b	15.93	15.90	15.92	15.95b
Dec.	15.73b	15.84	15.71	15.80	15.79b
Jan.	15.73b	.....	.....	15.80b	15.79b
Mar.	15.68b	15.78	15.68	15.70b	15.77
May ....	.....	15.70	15.60	15.65b	15.70b

Sales: 299 lots.

WEDNESDAY, MAR. 6, 1957

	Open	High	Low	Close	Prev. close
Mar.	16.05	16.17	16.05	16.17	16.22b
May	16.30b	16.40	16.34	16.35	16.44
July	16.42	16.45	16.37	16.41	16.47
Sept.	16.24b	16.24	16.17	16.19b	16.25
Oct.	15.85b	15.90	15.86	15.90	15.92
Dec.	15.70b	15.80	15.78	15.74b	15.80
Jan.	15.70b	.....	.....	15.74b	15.80b
Mar.	15.65b	.....	.....	15.68b	15.70b
May ....	.....	.....	.....	15.60b	15.65b

Sales: 212 lots.

VEGETABLE OILS

Wednesday, Mar. 6, 1957

Crude cottonseed oil, f.o.b.	14
Valley	14a
Southeast	14a
Texas	13¾ @ 13¾
Corn oil in tanks, f.o.b. mills	14½a
Soybean oil, f.o.b. Decatur	13¾a
Peanut oil, f.o.b. mills	15a
Coconut oil, f.o.b. Pacific Coast	11¾a
Cottonseed foots:	
Midwest and West Coast	2 @ 2¼
East	2 @ 2¼

OLEOMARGARINE

Wednesday, Mar. 6, 1957

White domestic vegetable	28
Yellow quarters	30
Milk churned pastry	27
Water churned pastry	26

OLEO OILS

Wednesday, Mar. 6, 1957

Prime oleo stearine (slack barrels)	13¾
Extra oleo oil (drums)	18 @ 18½
Prime oleo oil (drums)	17½ @ 17¾

n—nominal, a—asked, b—bid, pd—paid.

HIDES AND SKINS

Packer hides mostly steady, although some sellers out for higher prices—Higher asking prices on small packer selections meet with buyer resistance—Calf and kipskin market about steady, with trading light—Sheepskins about steady with last week, but considerably below last year.

CHICAGO

PACKER HIDES: The big packer hide market opened slow this week. Most sources quoted prices about steady. Some sellers sought ½c higher prices for a number of selections, but most buyers were not interested. The only trading reported Monday was a direct sale for export. Active trading developed Tuesday with prices steady to ½c higher, with dealers reported to be the leading buyers. Heavy cows sold at 10c, up ½c from last week. Branded cows and branded steers sold steady. St. Paul heavy steer hides sold at 9½c, up ½c, and northern light cows brought 15c, also ½c higher. Inquiry late midweek showed improvement but no sales were reported as some sellers anticipated upward price adjustments.

SMALL PACKER AND COUNTRY HIDES: The small packer and country hide market was quiet. Some asking prices are slightly higher, but met resistance from the buyers. Selections averaging 60 lbs. and heavier were quoted at 8½c, nominal in the absence of sufficient number of actual sales. Similar kinds last year about this time were listed at around 11@11½c, also nominal.

CALFSKINS AND SHEEPSKINS: There was continued interest in calfskins at established prices, but offerings have not been available in any volume. Late Monday, big packers sold Chicago-Winona heavy and light calfskins at 47½c and 37½c, respectively, steady quotations.

SHEEPSKINS: Good interest on No. 1 shearlings, but offerings were light. The market was considered fully steady. Midwestern No. 1 shearlings sold at 2.00@2.30. No. 2 shear-

lings brought 1.50@1.75 and No. 3's, 65@75c. No. 1 shearlings last year for the corresponding period were listed at 2.85@3.00.

CHICAGO HIDE QUOTATIONS

	Week ended Mar. 6, 1957	Cor. Week 1956
Lgt. native steers	14½n	18n
Hvy. nat. steers	9 @ 9½	10½
Ex. lgt. nat. steers	18n	18n
Butt-brand, steers	8	9½
Colorado steers	7½	9
Hvy. Texas steers	8	9½n
Light Texas steers	11n	11n
Ex. lgt. Texas steers	15n	14½n
Heavy native cows	10	11 @ 11½
Light nat. cows	15 @ 16	16½ @ 17n
Branded cows	8½ @ 9½	11 @ 12n
Native bulls	7 @ 8n	10 @ 11n
Branded bulls	7n	9 @ 10n
Calfskins:		
Northern, 10/15	45 @ 47½	50 @ 52½
10 lbs./down	47½	47½
Kips, Nor., nat., 15/25	31n	35

SMALL PACKER HIDES

STEERS AND COWS:		
60 lbs. and over	8½n	11 @ 11½n
50 lbs.	11 @ 11½n	13 @ 13½

SMALL PACKER SKINS

Calfskins, all wts.	28 @ 29	37 @ 39n
Kipskins, all wts.	21 @ 22	25 @ 27n

SHEEPSKINS

Packer shearlings:		
No. 1	2.00@2.30	2.85@3.00n
Dry Pelts	28n	29n
Horsehides, nutrim.	9.00	8.50@9.00n
Horsehides, trim.	8.00	.....

N. Y. HIDE FUTURES

FRIDAY, MAR. 1, 1957

	Open	High	Low	Close
Apr.	11.60b	.....	.....	11.50b-55a
July	12.13b	12.10	12.05	12.05
Oct.	12.60b	12.50	12.50	12.46b-55a
Jan.	12.90b	.....	.....	12.78b-95a
Apr.	13.15b	.....	.....	13.09b-25a
July	13.35b	.....	.....	13.34b-50a

Sales: 17 lots.

MONDAY, MAR. 4, 1957

	Open	High	Low	Close
Apr.	11.57	11.57	11.57	11.26b-50a
July	11.90b	.....	.....	11.81b-12.00n
Oct.	12.35b	.....	.....	12.23b-46a
Jan.	12.65b	.....	.....	12.54b-80a
Apr.	12.95b	.....	.....	12.86b-13.10n
July	13.15b	.....	.....	13.06b

Sales: 11 lots.

TUESDAY, MAR. 5, 1957

	Open	High	Low	Close
Apr.	11.25b	11.40	11.40	11.35b-45a
July	11.80b	11.90	11.90	11.85b-95a
Oct.	12.25b	.....	.....	12.25b-45a
Jan.	12.50b	.....	.....	12.50b-75a
Apr.	12.82b	12.95	12.95	12.87b-13.05a
July	13.00b	.....	.....	13.05b-30a

Sales: 11 lots.

WEDNESDAY, MAR. 6, 1957

	Open	High	Low	Close
Apr.	11.30b	.....	.....	11.30b-40a
July	11.81b	11.90	11.90	11.85b-85a
Oct.	12.23b	12.32	12.32	12.27-45a
Jan.	12.52b	.....	.....	12.60b-75a
Apr.	12.82b	12.95	12.95	12.90b-13.05a
July	13.00b	.....	.....	13.10b-25a

Sales: five lots.

THURSDAY, MAR. 7, 1957

	Open	High	Low	Close
Apr.	11.26b	11.30	11.30	11.25b-30a
July	11.81b	11.82b	11.80	11.75b-85a
Oct.	12.25b	.....	.....	12.17b-30a
Jan.	12.55b	.....	.....	12.47b-65a
Apr.	12.87b	.....	.....	12.77b-95a
July	13.00b	.....	.....	12.95b-13.50a

Sales: eight lots.

U. S. Wool Output Down

Wool production, shorn and pulled, in the United States in 1956 totaled 272,000,000 lbs., a shade under the previous year's output of 276,000,000 lbs. Of last year's volume, 232,000,000 lbs. were shorn and 40,000,000 lbs. were pulled. The amount shorn in 1955 was 234,000,000 lbs. against 42,000,000 lbs. pulled.

Tallow, Grease Exports

Shippers' export declarations processed by the Bureau of the Census for the week ended March 1 indicated United States exports of tallow at 37,615,259 lbs. Exports of grease from the U. S. for the period was reported at 2,927,998 lbs.

LIVESTOCK MARKETS...Weekly Review

Canadian Cattle Count Up; Look To Industry Expansion

The cattle population in Canada increased moderately last year to 9,800,000 head on farms December 1, 1956. However, this was below the all-time high of 10,300,000 on December 1, 1944. Sheep numbers have changed little during the past three years. Hog numbers in December were 7 per cent less than a year earlier, but the largest since 1945.

Continued increases in numbers of beef breeding cattle and prospects for an increase in the 1957 spring pig crop point to a further expansion in the Canadian livestock industry. Rising meat production since 1951 has been accompanied by a steady increase in demand for meat. As a consequence, meat-animal producers have received favorable prices.

Livestock on farms in Canada on December 1, 1952-56 in 000's is listed as follows:

	Cattle	Sheep	Hogs
1952	8,906	1,105	5,237
1953	9,371	1,161	4,721
1954	9,473	1,183	5,425
1955	9,666	1,181	5,981
1956	9,843	1,172	5,550

STOCKER-FEEDER MOVEMENT

Stocker and feeder livestock received in nine Corn Belt states in January 1957-56 compared:

CATTLE AND CALVES

	1957	1956
Public stockyards	118,892	129,041
Direct	132,640	120,121
Totals	251,532	249,162
Years, 1956-55	5,020,359	4,404,908

SHEEP AND LAMBS

	1957	1956
Public stockyards	128,472	108,026
Direct	72,042	52,140
Totals	200,514	160,166
Years, 1956-55	3,173,520	2,748,707

Data in this report were obtained from state veterinarians. Under "Public stockyards" are included stockers and feeders bought at stockyard markets. Under "Direct" are included stock coming from points other than public stockyards, some of which are inspected and fed at public stockyards en route.

Cattle, Hog, Sheep Costs to Packers in Jan. Above 1956

Packers operating under federal inspection in January found cattle, hogs and sheep prices higher than a year earlier, while calves averaged slightly lower in price.

Average cost of cattle for the month at \$16.13 was 3 per cent higher than in 1956, calves at \$16.75 cost 1 per cent less than in 1955, hogs at \$17.52 had 156 per cent of the 1955 value and sheep and lambs averaging \$18.70 cost 3 per cent more than in January 1956.

The 1,851,000 cattle, 657,000 calves, 5,655,000 hogs and 1,333,000 sheep and lambs slaughtered in January had dressed yields of:

	Jan. 1957 lbs.	Jan. 1956 lbs.
Beef	1,033,574	964,114
Veal	78,124	70,684
Pork (carcass wt.)	1,022,600	1,212,803
Lamb and mutton	64,751	64,632
Totals	2,199,048	2,311,660
Pork, excl. lard	754,416	883,358
Lard production	196,353	240,907
Rendered pork fat	9,605	11,236

Average live weights in January were as follows:

	Jan. 1957 lbs.	Jan. 1956 lbs.
All cattle	1,011.3	1,020.4
Steers ¹	1,044.9	1,056.9
Heifers ²	905.2	897.7
Cows ³	1,012.8	1,023.4
Calves	214.1	213.8
Hogs	236.6	237.8
Steers and lambs	100.2	100.5

Dressed yields per 100 lbs. live weight for Jan. 1957-56 were:

	Jan. 1957 Per Cent	Jan. 1956 Per Cent
Cattle	55.4	55.9
Calves	56.0	55.4
Hogs ²	76.5	76.2
Sheep and lambs	48.6	48.1
Lard, per cwt., lbs.	14.7	15.1
Lard per hog, lbs.	34.8	36.0

Average dressed weights of livestock compared as follows (lbs.):

	Jan. 1957	Jan. 1956
Cattle	560.3	570.4
Calves	119.9	118.4
Hogs	181.2	181.2
Sheep and lambs	47.8	48.3

¹Included in cattle.

²Subtract 7.0 to get packer style average.

Iowa's 12.3 Pigs Per Litter New Record; Wins Him Title

An Iowa hog producer has reported a record-breaking 12.3 pigs per litter last year. The swine producer, one of 25 awarded the Master Swine Producer title last year, was Marvin Hirsh, of Storm Lake. Hirsh had 15 sows which farrowed a total of 203 pigs of which he weaned 187 and raised 183 to market weight, according to Iowa State College.

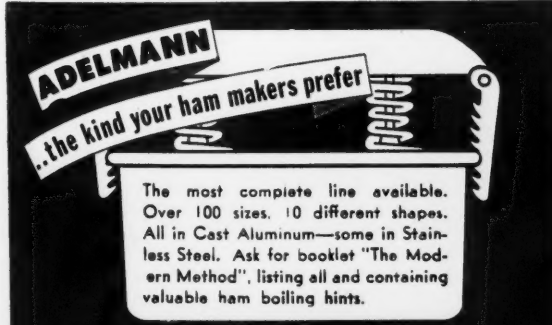
The 25 master swine producers for 1956 averaged 11.3 pigs farrowed per sow, 9.95 weaned per litter and 9.87 per litter raised to market weight.

The selection as master hog producer was based on the consistency of the farmer as a hog producer, the size of his enterprise in hogs, the number of pigs raised to market weight per sow, the average daily gain and the overall quality of his market hog production program.

Armour Announces New Drug For Pig Anemia Treatment

Between one and two pigs out of every 12 may be saved by a new anemia preventative and treatment which has been tested by Armour Veterinary Laboratories, officials have announced. Called Armidexan, the product will be sold to swine producers through their regular veterinary services.

Armidexan is given with a hypodermic needle, a radical departure from the oral procedures in current use. A 2 c. c. dose of Armidexan, injected intramuscularly, will carry pigs through the early weeks of the suckling period, when anemia and associated ailments take a heavy toll in dead or retarded shoats.




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Over 100 sizes, 10 different shapes.
All in Cast Aluminum—some in Stainless Steel. Ask for booklet "The Modern Method", listing all and containing valuable ham boiling hints.

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Have you tried:

KENNETT-MURRAY

Livestock Buying Service?



PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, March 2, 1957, as reported to The National Provisioner:

CHICAGO
Armour, 11,325 hogs; Shippers, 7,910 hogs; and Others, 18,645 hogs. Totals: 23,181 cattle, 978 calves, 37,880 hogs and 2,753 sheep.

KANSAS CITY
Cattle Calves Hogs Sheep
Armour... 3,061 481 3,243 1,091
Swift... 3,175 595 3,218 2,398
Wilson... 1,570 ... 4,672 ...
Butchers, 5,202 150 1,584 ...
Others... 787 ... 3,217 1,602
Totals, 13,795 1,226 15,934 5,091

OMAHA
Cattle Calves Hogs Sheep
Armour... 6,688 7,071 3,814
Cudahy... 3,917 5,983 2,515
Swift... 5,041 7,444 2,908
Wilson... 3,169 5,962 628
Am. Stores 599 ...
Cornhusker, 795 ...
O'Neill... 995 ...
R. & C... 1,101 ...
Neb. Beef, 724 ...
Gr. Omaha, 862 ...
Rothschild, 1,434 ...
Roth... 1,174 ...
Kingman... 1,076 ...
Omaha... 542 ...
Union... 939 ...
Others... 890 6,447 ...
Totals, 29,886 32,907 9,865

E. ST. LOUIS
Cattle Calves Hogs Sheep
Armour... 2,904 458 12,741 1,641
Cudahy... 3,345 1,014 22,234 1,845
Hunter... 1,302 ... 8,116 ...
Hell... ... 1,741 ...
Krey... ... 13,163 ...
Totals, 7,551 1,472 57,995 3,486

ST. JOSEPH
Cattle Calves Hogs Sheep
Swift... 2,924 228 11,474 4,276
Armour... 3,567 248 7,458 1,931
Others... 4,298 ... 2,993 701
Totals* 10,789 476 21,925 6,908
*Do not include 319 cattle, 91 calves, 9,283 hogs and 3,292 sheep direct to packers.

SIoux CITY
Cattle Calves Hogs Sheep
Armour... 4,534 9 6,332 1,186
S.C. Dr. Beef, 3,310 ...
Swift... 3,834 ... 5,055 2,090
Butchers, 977 ...
Others... 6,897 10 15,097 297
Totals, 19,552 29 26,484 3,573

WICHITA
Cattle Calves Hogs Sheep
Cudahy... 1,529 236 2,936 ...
Dunn... 122 ...
Sunflower 64 ...
Dold... 130 ... 742 ...
Excel... 789 ...
Kansas... 502 ...
Armour... 52 ... 674
Swift... ... 1,096
Others... 604 ... 64 361
Totals, 3,792 236 3,742 2,131

OKLAHOMA CITY
Cattle Calves Hogs Sheep
Armour... 1,041 74 1,460 537
Wilson... 1,311 117 1,906 862
Others... 2,490 243 1,032 ...
Totals* 4,842 434 3,798 1,399
*Do not include 1,476 cattle, 287 calves, 9,540 hogs and 3,025 sheep direct to packers.

LOS ANGELES
Cattle Calves Hogs Sheep
Armour... 232 7 ...
Swift... 222 1 ...
Wilson... 26 ...
Atlas... 701 ...
Com'l... 680 ...
Gr. West, 497 ...
Goldring, 444 13 ...
Ideal... 454 ...
Acme... 848 ...
United... 335 ... 342
Survall... 272 ...
Coast... 197 ... 45
Rosen... 56 184 ...
Others... 1,847 176 430 ...
Totals, 6,311 381 817 ...

DENVER
Cattle Calves Hogs Sheep
Armour... 570 ... 4,114
Swift... 1,749 84 4,140 6,626
Cudahy... 1,131 92 5,975 624
Wilson... 651 ... 1,913
Others... 7,659 96 2,945 3,664
Totals, 11,700 272 13,060 16,941

CINCINNATI
Cattle Calves Hogs Sheep
Gall... ... 219
Schlachter 165 47 ...
Others... 3,972 1,015 15,493 281
Totals, 4,137 1,062 15,493 590

ST. PAUL
Cattle Calves Hogs Sheep
Armour... 5,525 3,675 16,798 4,398
Bartusch 1,290 ...
Rifkin... 935 ...
Superior, 2,009 ...
Swift... 6,003 3,291 24,562 3,415
Others... 2,406 4,691 16,049 1,763
Totals, 18,777 11,657 57,400 9,576

FORT WORTH
Cattle Calves Hogs Sheep
Armour... 1,071 880 1,213 2,857
Swift... 1,099 522 1,299 4,347
Morrell... 671 9 ...
City... 260 ... 109 ...
Rosenthal 181 21 ...
Totals, 3,282 1,441 2,621 7,204

TOTAL PACKER PURCHASES
Week ended Pre. Same
Mar. 2 week 1956
Cattle... 157,655 156,068 174,898
Hogs... 290,065 222,963 372,323
Sheep... 69,427 70,017 84,496

CORN BELT DIRECT TRADING

Des Moines, March 6—Prices on hogs at the ten concentration yards in Iowa and Minnesota were quoted by the USDA as follows:

Barrows, gilts, U.S. No. 1-3:
180-180 lbs. \$13.35@15.75
180-240 lbs. 15.35@16.65
240-270 lbs. 15.45@16.65
270-330 lbs. 14.85@15.95
Sows, U.S. No. 1-3:
270-330 lbs. 15.10@15.90
330-400 lbs. 14.60@15.40
400/550 lbs. 13.35@14.90

Corn Belt hog receipts were reported by the U. S. Department of Agriculture as follows:

	This week est.	Last week actual	Last year actual
Feb. 28	55,000	59,500	73,000
Mar. 1	41,000	21,000	80,000
Mar. 2	29,000	31,500	54,000
Mar. 4	85,000	73,000	75,000
Mar. 5	68,000	59,000	77,000
Mar. 6	60,000	80,500	70,000

LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis on Wednesday, Mar. 6 were as follows:

CATTLE: Cwt.
Steers, choice \$20.00@21.00
Steers, good 18.00@19.25
Heifers, choice None quoted
Heifers, good 17.50@18.50
Cows, util. & com'l. 11.50@13.50
Cows, can. & cut. 10.00@12.00
Bulls, util. & com'l. 13.50@15.00
Bulls, good (beef) None quoted
VEALERS:
Good & prime 22.00@29.00
Calves, gd. & ch. 15.00@20.00
HOGS, U.S. No. 1-3:
120/160 lbs. 13.00@14.50
160/180 lbs. 15.50@16.25
180/200 lbs. 16.25@17.00
200/220 lbs. 16.25@16.75
220/240 lbs. 16.25@16.75
240/270 lbs. 16.00@16.50
270/300 lbs. 15.75@16.00
300/330 lbs. 15.75@16.00
Sows, U.S. No. 1-3:
300/400 lbs. 14.75@15.50
LAMBS:
Gd. & ch. (wooled) 20.00@21.00
Utility 16.00@19.00

WEEKLY INSPECTED SLAUGHTER

Slaughter of livestock at major centers during the week ended Mar. 2, 1957 (totals compared) was reported by the U. S. Department of Agriculture as follows:

	Cattle	Calves	Hogs	Sheep & Lambs
Boston, New York City Area ¹	14,164	10,605	66,365	38,501
Baltimore, Philadelphia	8,554	1,144	32,264	18,802
Cin. Cleve., Detroit, Indpls.	20,601	8,616	120,228	12,468
Chicago Area	27,296	7,511	60,677	7,628
St. Paul-Wis. Areas ²	30,420	33,090	103,176	16,381
St. Louis Areas ³	15,199	3,459	108,723	7,140
Sioux City-So. Dakota ⁴	20,327	...	62,036	13,817
Omaha Area	35,465	784	74,202	16,422
Kansas City	15,751	1,760	31,805	8,785
Iowa-So. Minnesota ⁵	30,132	14,897	278,375	31,972
Louisville, Evansville, Nashville, Memphis	9,901	6,781	57,610	...
Georgia-Alabama Area ⁶	8,823	3,499	38,033	...
St. Jeph., Wichita, Okla. City	17,993	2,527	50,645	12,161
Fl. Worth, Dallas, San Antonio	14,116	6,324	22,401	10,444
Denver, Ogden, Salt Lake City	16,952	892	16,210	26,099
Los Angeles, San Fran. Areas ⁷	27,518	3,403	20,271	53,108
Portland, Seattle, Spokane	8,103	394	14,614	4,280
Grand Totals	319,315	105,606	1,106,635	245,070
Totals same week 1956	313,053	107,906	1,432,732	268,613

¹Includes Brooklyn, Newark and Jersey City. ²Includes St. Paul, St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wis. ³Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis Mo. ⁴Includes Sioux Falls, Huron, Mitchell, Madison, and Watertown, S. Dak. ⁵Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa, and Albert Lea, Austin, Minn. ⁶Includes Birmingham, Dothan, Montgomery, Ala., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. ⁷Includes Los Angeles, Vernon, San Francisco, San Jose, Vallejo, Calif.

LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average prices per cwt. paid for specific grades of steers, calves, hogs and lambs at 11 leading markets in Canada during the week ended February 23 compared with the same time 1956 was reported to the National Provisioner by the Canadian Department of Agriculture as follows:

Stockyards	GOOD STEERS		VEAL CALVES		HOGS*		LAMBS	
	UP to 1000 lbs.	Choice	Good and Choice	Choice	Grade B ¹ Dressed	Handyweights	Good	Choice
Toronto	1957 1956	1957 1956	1957 1956	1957 1956	1957 1956	1957 1956	1957 1956	1957 1956
Montreal	\$18.50 \$17.50	\$27.50 \$25.00	\$28.00 \$25.00	\$33.01 \$32.00	\$22.00 \$21.50	\$22.24 \$21.50	\$22.24 \$21.50	\$22.24 \$21.50
Winnipeg	19.00 18.00	25.00 23.00	27.00 25.00	32.45 31.00	25.00 23.00	19.50 18.00	19.50 18.00	19.50 18.00
Calgary	16.99 15.43	18.63 18.03	27.73 26.73	31.75 30.67	26.67 26.63	18.27 18.07	18.27 18.07	18.27 18.07
Edmonton	16.40 15.50	24.50 22.50	29.40 28.40	30.75 29.75	26.63 26.63	18.54 18.08	18.54 18.08	18.54 18.08
Lethbridge	16.75 15.62	16.50 15.25	28.50 27.25	30.25 29.25	26.63 26.63	18.54 18.08	18.54 18.08	18.54 18.08
Pr. Albert	16.00 15.75	24.50 23.00	30.00 28.00	30.00 28.00	26.63 26.63	18.54 18.08	18.54 18.08	18.54 18.08
Moosone Jaw.	16.00 15.75	24.50 23.00	30.00 28.00	30.00 28.00	26.63 26.63	18.54 18.08	18.54 18.08	18.54 18.08
Saskatoon	16.50 16.00	25.00 20.10	30.00 28.00	30.00 28.00	26.63 26.63	18.54 18.08	18.54 18.08	18.54 18.08
Regina	16.15 15.85	22.00 20.00	30.00 28.00	30.00 28.00	26.63 26.63	18.54 18.08	18.54 18.08	18.54 18.08
Vancouver	16.15 15.85	22.00 20.00	30.00 28.00	30.00 28.00	26.63 26.63	18.54 18.08	18.54 18.08	18.54 18.08

*Canadian Government quality premium not included.

SOUTHERN RECEIPTS

Receipts of livestock at six southern packing plant stockyards located in Albany, Moultrie, Thomasville, Tifton, Georgia; Dothan, Alabama and Jacksonville, Florida, during week ended March 1:

	Cattle	Calves	Hogs
Week ended March 1	2,728	1,092	19,465
Week previous (five days)	3,497	1,092	20,882
Corresponding week last year	4,008	637	20,599

LIVESTOCK PRICES AT ST. JOSEPH

Livestock prices at St. Joseph on Wednesday, Mar. 6 were as follows:

CATTLE: Cwt.
Steers, ch. & pr. \$20.00@21.50
Steers, good 17.00@19.00
Heifers, gd. & ch. 17.00@19.75
Cows, util. & com'l. 11.25@13.00
Cows, can. & cut. 9.00@11.50
Bulls, util. & com'l. 13.50@14.50
VEALERS:
Good & choice 19.00@23.00
Calves, gd. & ch. 16.00@18.00
HOGS, U.S. No. 1-3:
180/200 lbs. 16.50@17.25
200/220 lbs. 16.50@17.50
220/240 lbs. 16.50@17.50
240/270 lbs. 16.25@17.00
Sows, U.S. No. 1-3:
270/360 lbs. 15.00@15.75
LAMBS:
Good & prime 20.00@21.75
Springers, ch. & pr. 21.00 only

LIVESTOCK PRICES AT SIOUX CITY

Livestock prices at Sioux City on Wednesday, Mar. 6 were as follows:

CATTLE: Cwt.
Steers, ch. & pr. \$20.00@22.25
Steers, gd. & ch. 17.00@21.00
Steers, stand. & gd. 15.00@17.00
Heifers, choice 18.00@19.00
Heifers, good 16.00@17.50
Cows, util. & com'l. 11.50@13.50
Cows, can. & cut. 10.50@11.50
Bulls, cut. & com'l. 11.50@13.50
Bulls, good (beef) None quoted
HOGS, U.S. No. 1-3:
180/200 lbs. 16.50@17.50
200/220 lbs. 16.50@17.50
220/240 lbs. 16.50@17.50
240/270 lbs. 16.25@17.00
270/300 lbs. 16.00@16.50
Sows, U.S. No. 1-3:
270/360 lbs. 15.75@16.25
LAMBS:
Good & ch. (wooled) 21.00@22.00
Springers, choice .. 22.00 only

week
d by
Sheep &
Lamb
38,831
4,082
12,468
7,628
16,381
7,168
13,317
10,422
8,788
31,972
...
12,161
10,444
20,088
35,108
4,283
245,070
268,633
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SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER, showing the number of livestock slaughtered at 13 centers for the week ended March 2, 1957, compared:

CATTLE			
	Week ended	Prev. week	Cor.
Chicago†	23,151	24,049	25,119
Kan. City†	15,021	16,048	15,915
Omaha†	29,366	29,826	28,672
E. St. Louis†	9,023	8,426	8,765
St. Joseph†	10,588	10,403	10,654
St. Paul†	13,788	11,931	12,412
Wichita†	4,325	3,965	4,493
New York & Jer. City†	14,164	11,942	13,776
Okl. City†	7,039	6,428	9,641
Cincinnati†	4,100	4,322	4,755
Denver†	11,986	11,965	18,003
St. Paul†	16,371	13,989	17,341
Milwaukee†	5,683	4,643	4,242
Totals	164,605	158,508	174,328

HOGS			
	Week ended	Prev. week	Cor.
Chicago†	29,970	23,971	44,122
Kan. City†	15,934	12,494	13,169
Omaha†	53,012	39,566	69,424
E. St. Louis†	57,995	43,373	45,340
St. Joseph†	28,215	20,592	43,249
St. Paul†	19,207	15,242	22,153
Wichita†	9,421	8,731	15,015
New York & Jer. City†	60,305	55,992	63,346
Okl. City†	13,338	11,851	23,133
Cincinnati†	14,443	10,428	14,788
Denver†	10,159	10,764	11,762
St. Paul†	41,360	32,077	73,890
Milwaukee†	4,888	4,242	5,970
Totals	304,307	287,323	452,362

SHEEP			
	Week ended	Prev. week	Cor.
Chicago†	2,753	5,915	3,016
Kan. City†	5,091	3,675	5,282
Omaha†	10,295	13,915	14,051
E. St. Louis†	3,486	3,647	3,124
St. Joseph†	8,534	8,208	9,451
St. Paul†	2,557	3,960	3,627
Wichita†	1,770	1,422	1,695
New York & Jer. City†	38,851	35,076	47,573
Okl. City†	4,424	3,506	5,923
Cincinnati†	265	27	221
Denver†	19,575	23,287	19,129
St. Paul†	7,813	5,271	6,974
Milwaukee†	1,262	1,742	880
Totals	106,858	100,401	110,946

*Cattle and calves.
†Federally inspected slaughter, including directs.
‡Stockyards sales for local slaughter, §Stockyards receipts for local slaughter, including directs.

CANADIAN KILL

Inspected slaughter of livestock in Canada for week ended Feb. 23:

CATTLE		
	Week ended	Same week
Western Canada..	17,020	14,162
Eastern Canada..	16,489	16,152
Totals	33,509	30,314

HOGS		
	Week ended	Same week
Western Canada..	42,915	45,616
Eastern Canada..	57,789	65,313
Totals	100,704	110,929

SHEEP		
	Week ended	Same week
Western Canada..	3,091	3,664
Eastern Canada..	3,295	3,022
Totals	6,386	6,686

NEW YORK RECEIPTS

Receipts of livestock at Jersey City and 41st st., New York market for week ended Mar. 2:

Cattle Calves Hogs* Sheep			
Salable	147	44	...
Total (incl. directs)	3,556	848	24,046
Prev. wk.	142	48	...
Total (incl. directs)	2,616	1,027	18,998

*Including hogs at 31st. St.

CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

RECEIPTS				
	Cattle	Calves	Hogs	Sheep
Feb. 28	5,383	265	16,794	2,341
Mar. 1	776	160	8,054	870
Mar. 2	7	10	1,867	4
Mar. 4	19,187	311	8,791	4,096
Mar. 5	8,000	300	15,500	2,500
Mar. 6	16,000	200	13,000	2,900
*Week so far				
Mar. 1-6	43,187	811	34,291	9,496
Wk. ago.	41,049	891	27,076	6,448
Yr. ago.	40,714	1,120	38,990	6,156
2 years ago				
Mar. 1-6	39,341	1,259	43,945	10,744
ago	39,341	1,259	43,945	10,744
*Including 267 cattle, 10,296 hogs and 1,470 sheep direct to packers.				

SHIPMENTS				
	Cattle	Calves	Hogs	Sheep
Feb. 28	2,448	...	2,781	489
Mar. 1	2,511	22	1,177	248
Mar. 2	90	...	133	457
Mar. 4	6,602	...	1,773	710
Mar. 5	4,000	...	2,000	500
Mar. 6	7,000	...	600	800
Week so far				
Mar. 1-6	17,602	...	4,373	2,010
Wk. ago.	20,788	26	4,719	2,137
Yr. ago.	16,905	52	6,060	2,431
2 years ago				
Mar. 1-6	14,029	136	2,936	3,219

MARCH RECEIPTS	
Cattle	1957 1956
Calves	43,970 29,012
Hogs	881 1,324
Sheep	44,212 50,697
	6,670 8,636

MARCH SHIPMENTS	
Cattle	1957 1956
Hogs	20,203 14,897
Sheep	5,683 9,184
	2,715 2,906

CHICAGO HOG PURCHASES

Supplies of hogs purchased at Chicago, week ended Wed., Mar. 6:

	Week ended	Week ended
	Mar. 6	Feb. 27
Packers' purch.	35,190	24,523
Shippers' purch.	7,963	7,764
Totals	43,159	32,287

LIVESTOCK RECEIPTS

Receipts at 20 markets for the week ended Friday, Mar. 1, with comparisons:

	Cattle	Hogs	Sheep
Week to date	239,000	456,000	146,000
Previous week	257,000	399,000	141,000
Same wk. 1956	288,000	612,000	175,000
1957 to date	2,328,000	3,968,000	1,414,000
1956 to date	2,500,000	5,329,000	1,453,000

PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ended Feb. 28:

		Cattle	Calves	Hogs	Sheep
Los Ang.	6,100	600	950		
N. P'tland	2,325	275	1,200	1,400	
San Fran.	360	70	900		

LIVESTOCK PRICES AT LOUISVILLE

Livestock prices at Louisville on Wednesday, Mar. 6 were as follows:

CATTLE:		Cwt.
Steers, gd. & ch.	...	\$19.00@20.00
Steers, good	...	18.00@19.00
Heifers, gd. & ch.	...	17.00@19.00
Cows, util. & com'l.	...	12.00@13.00
Cows, can. & cut.	...	9.50@12.00
Bulls, util. & com'l.	...	14.00@15.50
VEALERS:		
Choice & prime	...	27.00@28.00
Good & choice	...	24.00@26.00
Util. & stand.	...	16.00@23.00
HOGS, U.S. No. 1-3:		
180/200 lbs.	...	16.25@16.75
200/220 lbs.	...	16.25@16.75
220/240 lbs.	...	16.25@16.75
240/270 lbs.	...	16.00@16.50
Sows, U.S. No. 1-3,	...	14.25@14.50
Sows, U.S. No. 1-3,	...	14.00@14.25
300/400 lbs.	...	14.00@14.25
LAMBS:		
Choice & prime	...	22.00@22.75
Good & choice	...	20.00@22.00

LIVESTOCK PRICES AT LEADING MARKETS

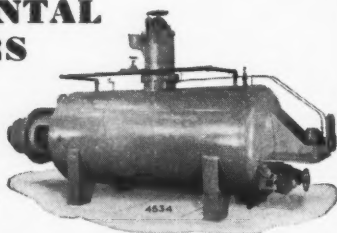
Livestock prices at five western markets on Tuesday, March 5, were reported by the Agricultural Marketing Service, Livestock Division, as follows:

		St. L. N.S. Yds. Chicago	Kansas City	Omaha	St. Paul
HOGS (Includes Bulk of Sales):					
BARROWS & GILTS:					
U.S. No. 1-3:					
120-140	lbs..	\$13.75-15.00	None qtd.	None qtd.	None qtd.
140-160	lbs..	14.75-16.00	None qtd.	None qtd.	\$15.75-16.25
160-180	lbs..	15.75-17.00	\$14.50-16.00	\$15.00-16.50	16.00-16.75
180-200	lbs..	16.50-17.00	15.75-17.25	16.25-16.75	16.25-17.50
200-220	lbs..	16.50-17.10	16.60-17.25	16.50-16.85	16.50-17.50
220-240	lbs..	16.25-17.10	16.60-17.25	16.50-16.85	16.25-17.50
240-270	lbs..	16.00-16.50	16.50-16.90	16.00-16.75	16.00-17.50
270-300	lbs..	15.75-16.25	16.25-16.65	15.75-16.50	15.75-16.50
300-330	lbs..	None qtd.	16.00-16.40	None qtd.	None qtd.
330-360	lbs..	None qtd.	None qtd.	None qtd.	None qtd.
Medium:					
160-220	lbs..	15.25-16.00	14.00-16.25	14.50-15.75	15.00-16.50
SOWS:					
U.S. No. 1-3:					
180-270	lbs..	15.75-16.00	None qtd.	15.50 only	None qtd.
270-300	lbs..	15.75-16.00	None qtd.	15.50 only	None qtd.
300-330	lbs..	15.75-16.00	None qtd.	15.25-15.50	15.50-15.75
330-360	lbs..	15.50-15.75	None qtd.	15.00-15.25	15.25-15.75
360-400	lbs..	15.25-15.75	15.25-15.75	15.00-15.25	15.25-15.75
400-450	lbs..	15.00-15.50	15.00-15.50	14.75-15.00	14.75-15.25
450-550	lbs..	14.50-15.25	14.50-15.25	14.75-15.00	14.50-15.25
Boars & Stags,					
all wts. . .		10.50-12.00	10.00-12.00	9.50-12.50	None qtd.
SLAUGHTER CATTLE & CALVES:					
STEERS:					
Prime:					
700- 900	lbs..	None qtd.	None qtd.	None qtd.	None qtd.
900-1100	lbs..	None qtd.	None qtd.	None qtd.	None qtd.
1100-1300	lbs..	21.00-22.50	22.00-25.00	None qtd.	22.00-22.25
1300-1500	lbs..	None qtd.	None qtd.	None qtd.	None qtd.
Choice:					
700- 900	lbs..	None qtd.	None qtd.	19.50-21.50	None qtd.
900-1100	lbs..	None qtd.	21.00-23.00	19.50-21.50	20.00-21.50
1100-1300	lbs..	19.00-21.25	20.50-23.00	19.25-21.50	20.00-21.50
1300-1500	lbs..	19.00-20.50	19.50-22.00	19.00-21.00	19.50-21.00
Good:					
700- 900	lbs..	17.75-19.50	18.00-20.00	17.75-19.50	17.00-19.00
900-1100	lbs..	17.50-19.50	18.00-20.00	17.75-19.50	16.50-19.00
1100-1300	lbs..	17.25-19.00	18.00-20.00	17.25-19.25	16.50-18.00
Standard,					
all wts. . .		16.00-17.00	15.50-17.50	15.50-17.75	15.50-17.00
Utility,					
all wts. . .		14.50-16.00	14.00-15.50	14.00-15.50	12.50-14.50
HEIFERS:					
Prime:					
600- 800	lbs..	None qtd.	None qtd.	None qtd.	None qtd.
800-1000	lbs..	None qtd.	22.00-22.50	21.75 only	None qtd.
Choice:					
600- 800	lbs..	19.00-20.50	None qtd.	19.00-20.50	18.50-20.00
800-1000	lbs..	19.00-20.50	19.00-20.00	19.00-20.50	18.50-20.00
Good:					
500- 700	lbs..	17.00-18.50	16.00-18.50	17.50-19.00	16.50-18.00
700- 800	lbs..	17.00-18.50	16.00-18.50	17.50-19.00	16.50-18.00
Standard,					
all wts. . .		15.00-16.50	15.00-17.00	14.50-16.00	14.00-16.50
Utility,					
all wts. . .		13.00-15.00	13.00-15.00	13.00-14.50	12.00-14.00
COWS:					
Commercial,					
all wts. . .		13.00-13.50	13.00-14.00	13.00-13.50	12.50-13.50
Utility,					
all wts. . .		12.00-13.00	11.25-13.00	11.75-13.00	11.50-12.50
Can. & cut.,					
all wts. . .		8.50-11.50	10.00-12.00	10.00-12.00	10.00-11.50
BULLS (Yrks. Excl.), All Weights:					
Good	.....	None qtd.	None qtd.	None qtd.	11.50 only
Commercial	.....	14.00-15.50	13.50-16.50	14.00-14.75	14.00-15.00
Utility	.....	14.00-15.00	14.50-15.50	13.00-14.00	13.00-14.00
Cutter	.....	10.00-13.00	11.00-14.00	10.50-13.00	11.00-13.00
VEALERS, All Weights:					
Ch. & pr...	.....	26.00-30.00	27.00-29.00	23.00-25.00	22.00-24.00
Stand. & gd.	.....	13.00-25.00	14.00-24.00	13.00-20.00	15.00-20.00
CALVES (500 Lbs. Down):					
Ch. & pr...	.....	13.00-17.00	None qtd.	18.00-20.00	None qtd.
Stand. & gd.	.....	10.00-13.00	None qtd.	12.00-16.00	None qtd.
SHEEP & LAMBS:					
LAMBS (110 Lbs. Down):					
Ch. & pr...	.....	21.00-21.50	21.75-22.65	21.25-22.00	21.25-22.00
Gd. & ch...	.....	19.25-21.00	19.50-21.75	20.50-21.25	20.50-21.25
LAMBS (105 Lbs. Down) (Shorn):					
Ch. & pr...	.....	19.25-19.75	19.25-19.75	19.00-19.50	19.00-19.50
Gd. & ch...	.....	None qtd.	None qtd.	18.25-19.00	18.25-19.00
EWES (Shorn):					
Gd. & ch...	7.50- 8.75	9.00-10.00	7.00- 9.00	7.50- 8.50
Cull & util.	5.00- 7.00	7.50- 9.00	4.50- 6.50	4.50- 6.50

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RELIABLE: Conscientious family man, age 32, desires position. 8 years with large independent. 3 years as supervisor. Working and supervisory experience in all phases of quality sausage manufacturing. Will furnish references. W-74, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER or SUPERINTENDENT: Practical and efficient. Hog buying, slaughtering, cutting, sausage, canned meats, curing etc. Excellent references. W-75, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

OPERATING CONSULTANT: Expert hog buying, slaughtering, cutting, curing, sausage, canned meats etc. Weekly or monthly rates. W-77, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE MAKER: 25 years' experience. Closing of plant where I am employed makes move necessary. W-76, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

POSITION WANTED

MANAGER or GENERAL SUPERINTENDENT: 16 years' experience in both large and medium size plants. Experienced in all phases. Can furnish evidence of proven ability. Under 40. W-85, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

EQUIPMENT SALESMAN

Leading meat packinghouse equipment manufacturer has opening for high caliber sales representative in Southern California, Arizona, New Mexico territory. Knowledge of slaughtering, rendering, and meat processing procedures is essential. We prefer a man with mechanical aptitude or experience. All replies confidential. W-62, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

AN UNUSUAL OPPORTUNITY: Small packing plant located in a southeastern state has an opening in the sales department. We specialize in quality sausage, smoked meats and country style hams. The right man can head up the sales department. This is a fast growing small plant and a good man can grow with us. References required. W-84, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

INTERESTED IN TOP MAN TO OPERATE BEEF FABRICATING OPERATION IN MID-SOUTH STATE AGE AND EXPERIENCE. W-57, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BROKERAGE HOUSE: Has opening for carload beef salesman in New York city. Prefer experienced in packers branches or wholesale markets. Replies treated confidentially. W-79, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ENGINEER: For plant located in eastern Pennsylvania. Must have thorough knowledge of refrigeration and packinghouse maintenance. Good salary. Living quarters furnished if desired. W-80, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HELP WANTED

BEEF SALES MANAGER

Experienced beef man for management of mid-south wholesale operation. Should be familiar with boning, fabrication, costs and yields, and city sales. State qualifications, age and availability. Send references and be bondable. All letters confidential. Send full details to W-78, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOOD PRODUCT SALESMEN

Large established food company seeks salesmen with chain and packers contacts, experienced in cheese and canned meats. Excellent salary and bonus. Several territories open, including Ohio and Texas. Our employees know of this ad. W-86, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

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For progressive smaller plant killing cattle, hogs, sheep, sausage department. Located in bustling, prosperous city with finest climate in southwest. We want an energetic man to take full charge and build business on basis of salary plus percentage of profits. Limited competition, good opportunity for growth, ample operating capital. Must have references and be bondable. All letters confidential. Send full details to W-67, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMAN: To sell our new flour for loaves. Sell this item only along with your other line, spices, casings or whatever you sell to sausage factories. If your company will permit you to sell this new outstanding loaf flour you can easily add considerably to your earnings. Our new flour for baked loaves is sensational. "Repeats" come in from first sale. Liberal commission. Write to RALPH ETTLINGER & SONS, 347 N. Loomis St., Chicago 7, Ill.

BEEF MAN: For midwest wholesale operation. Must know costs and yields for primal and fabricated cuts. State qualifications, age and expected salary. W-68, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

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